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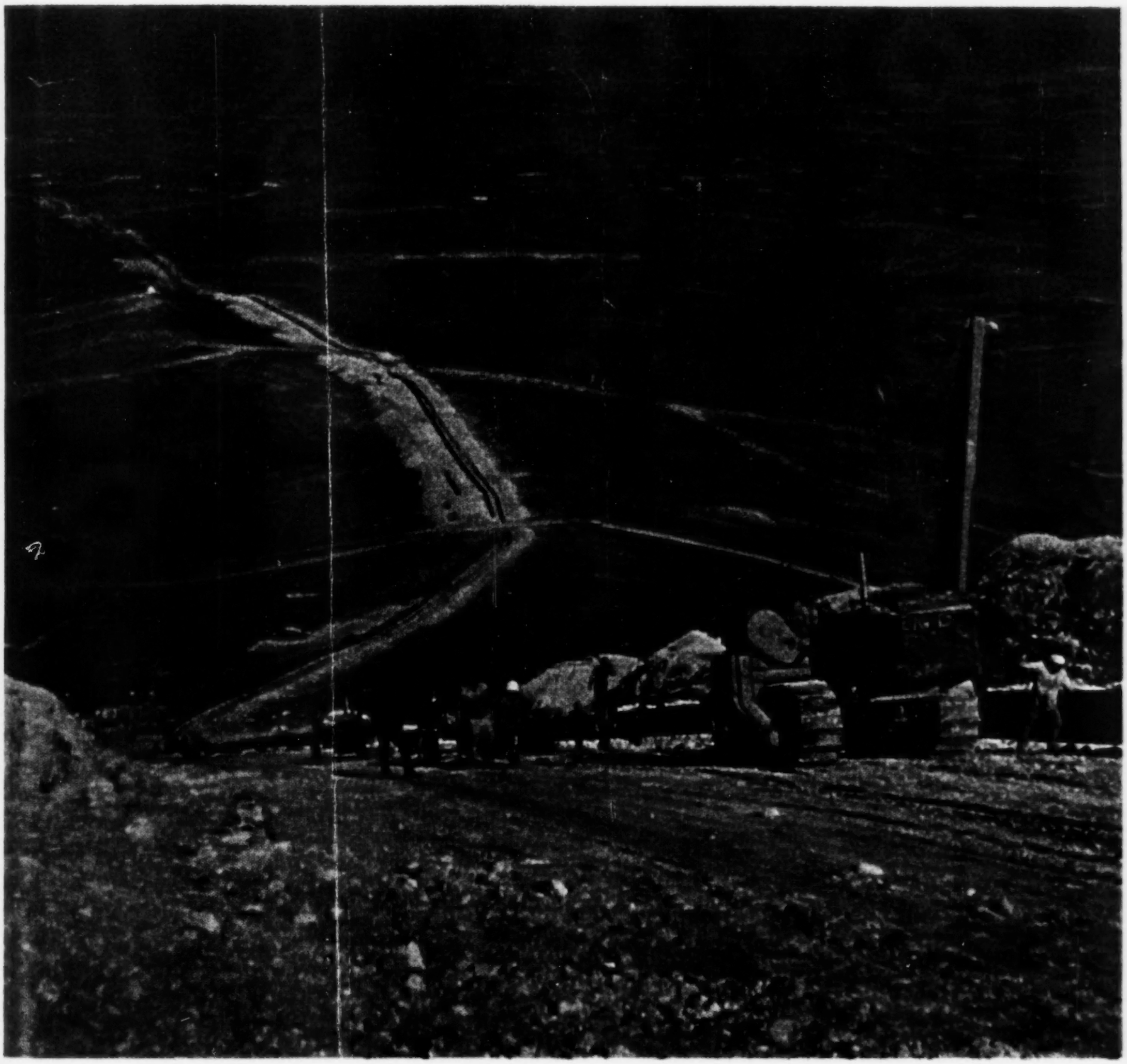

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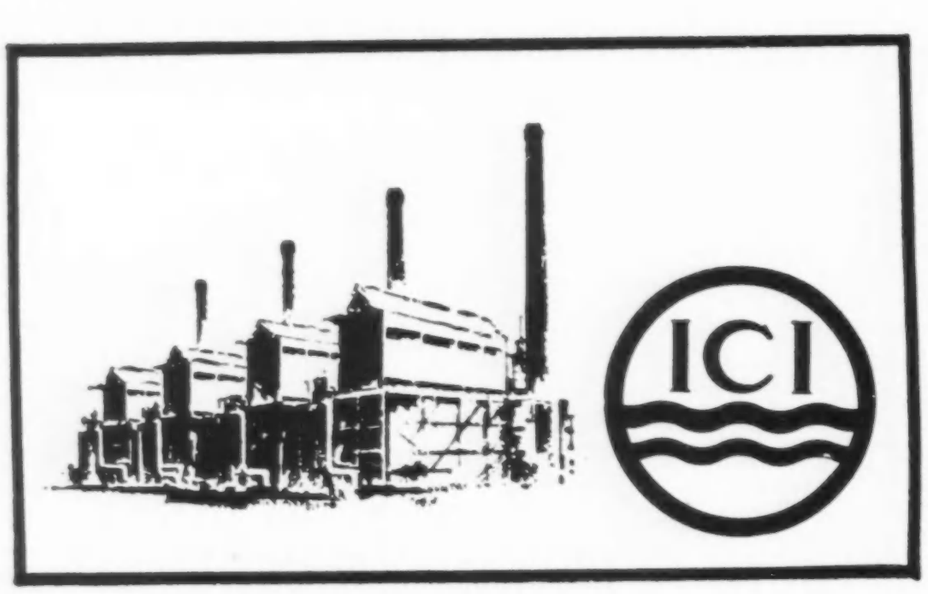

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The contract awarded to Constructors John Brown Ltd. in summer 1964 by SONATRACH (the Algerian national oil undertaking) covers the design, procurement, construction, commissioning and initial management of a complete pipeline installation worth £25 million. The installation comprises a 500-mile 28-inch diameter welded steel pipeline running from the oilfields at Haoud el Hamra to the coast at Arzew; three pumping stations; two tank farms; and a sea terminal, together with all ancillary buildings and equipment. The contract is the largest of its kind yet undertaken by a British company. The pipeline will be completed in autumn this year and will transport initially 10 million tons per year. The CJB pipeline team are seen here at work on the pipeline where it crosses the escarpment between the coastal plain and the desert. Constructors John Brown Ltd. are currently concerned with overseas contracts totalling over £70 million.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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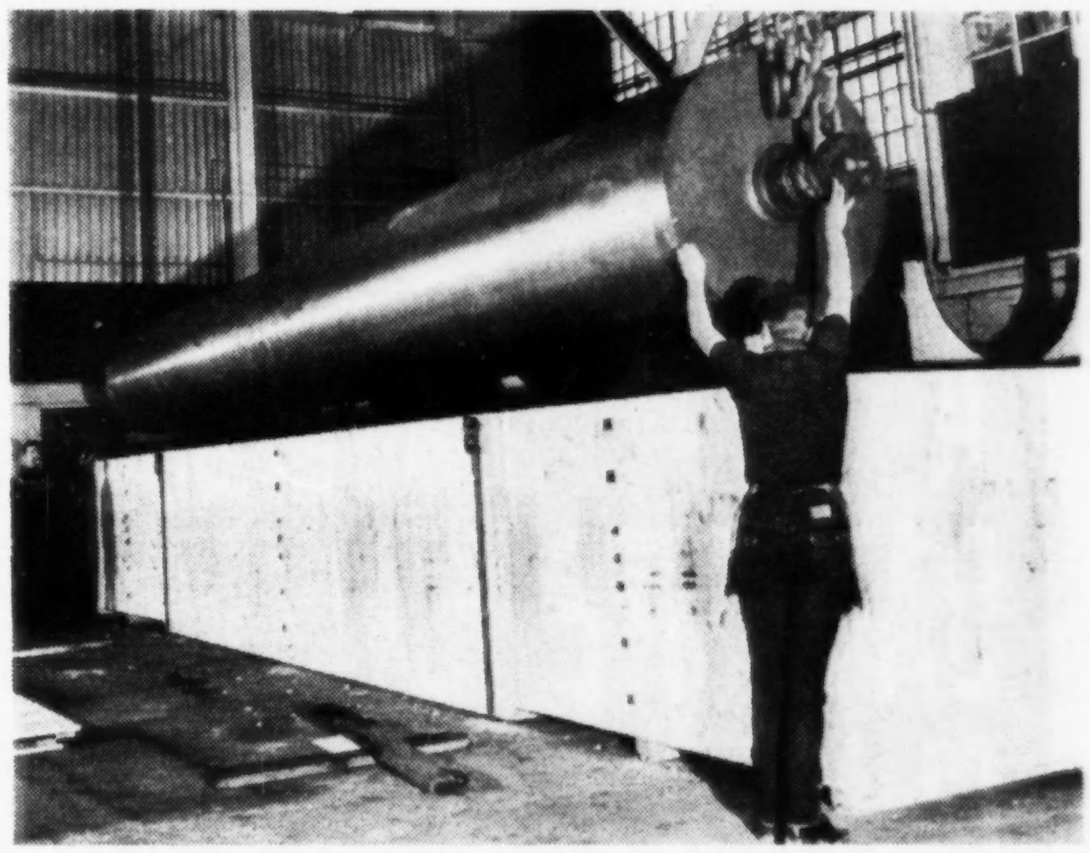
Canada: the economic outlook

BY N. S. BELAM, PRINCIPAL BRITISH TRADE COMMISSIONER, VANCOUVER

This is the second of a series of articles on Canada in anticipation of 'Canextour' which begins at the end of this month, (the first article was published last week). During the tour two teams of British Trade Commissioners from Canada will interview some 800 United Kingdom firms with the object of increasing our exports to this valuable market.

LAST YEAR, 1964, was the fourth consecutive year of rising prosperity in Canada with no signs on the horizon of any clouds to mar the picture. Investment increases, the growth of secondary industries continues, and further exploitation of natural resources is in progress. To an outside observer does it all seem too good to be true? There must, the cautious will urge, be some indication of a slackening in the economy somewhere. It is worth sketching in briefly the picture.

The economy of Canada is undoubtedly influenced to a consider-



Two 12-ton rollers were fabricated and machined to a high degree of accuracy for the Capitol Wire Mesh Co. Ltd., of Ottawa, Canada, by John Thompson (Wolverhampton) Ltd., of Wolverhampton, England, for use in a wire mesh rolling machine. They were encased in special packing for their shipment to Canada.

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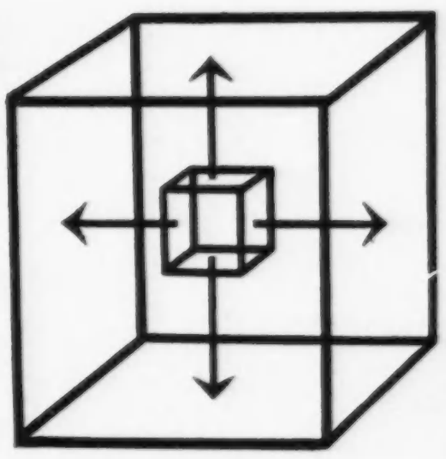

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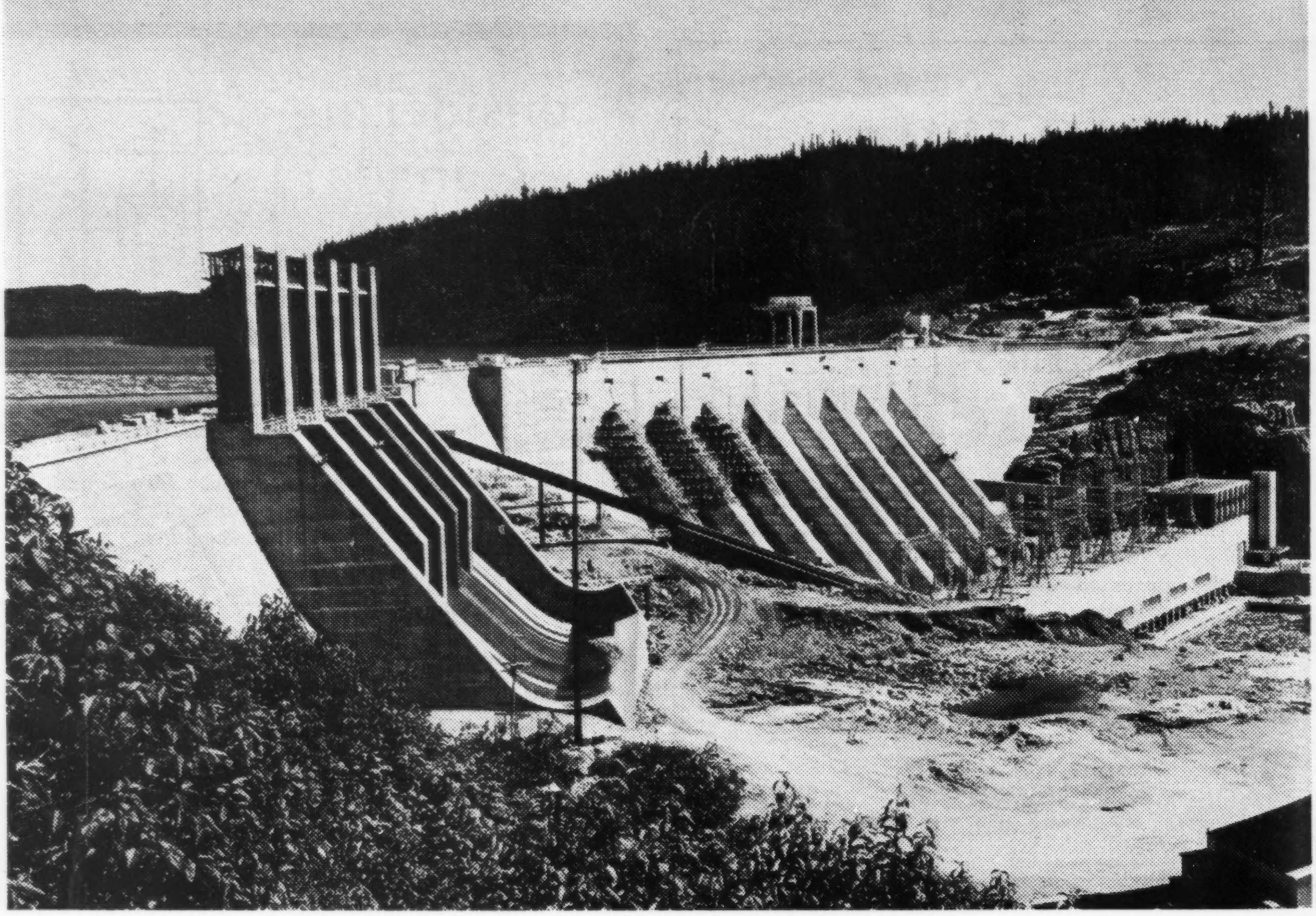

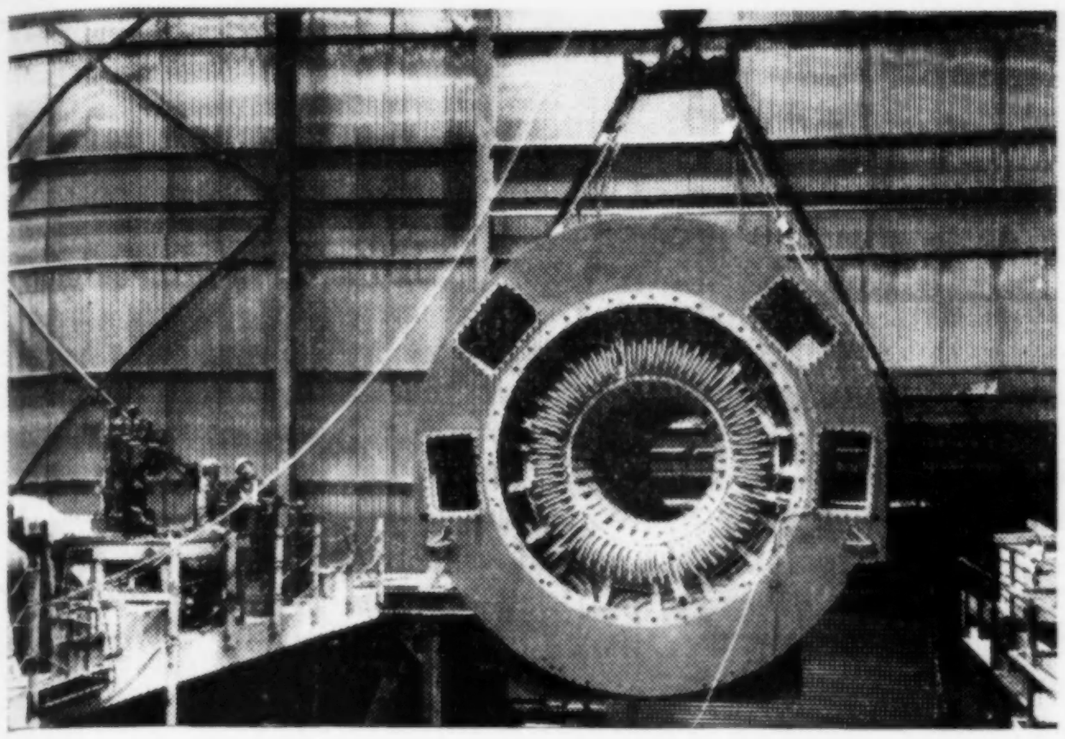

A generator stator for a 150 megawatt turbo-generator being installed at the Wabamun power station, Calgary. Associated Electrical Industries Ltd., who built the generator, also supplied two 66 megawatt generators for Wabamun.

able degree by the United States, but it is not the purpose of this short article to try to assess the economic future of the great neighbour to the south. It is, however, of the utmost importance to remember that whatever happens there has its effect in Canada. On the assumption that the United States is not about to enter a period of recession, what is going to happen in Canada? 'Are they really running before they have learned to walk?' – this question was put to me after my first visit to Canada over 10 years ago. With the material standard of living nearly as high as in the United States, and complementary factors at work in both countries, the casual observer is apt to be deceived as to whether the base is broad enough to carry the superstructure. What are the facts?

The remarkable feature about the Canadian economy is the growth of secondary industry and in particular the growth in exports of manufactures. In the period from 1961 to 1964 the percentage increase in these exports was 36.5, and manufactures now account for 44.6 of all exports from Canada. It is only natural that primary products should continue to provide the bulk of the foreign exchange earnings of Canada, but the economy is on a much firmer foundation with the increase in the number of manufacturing establishments – so much so that the Economic Council of Canada has prepared a target rate of growth of 5.5 per cent per annum over the next five years.

What is the future in primary production? The large shipments of wheat to the Soviet Union and China which took place in the early part of 1964 have again been repeated. There is, therefore, no problem as yet of surplus production, although there may be some difficulty in finding alternative markets in the future if there are not continuing sales abroad of some magnitude.

(*Continued on next page*)

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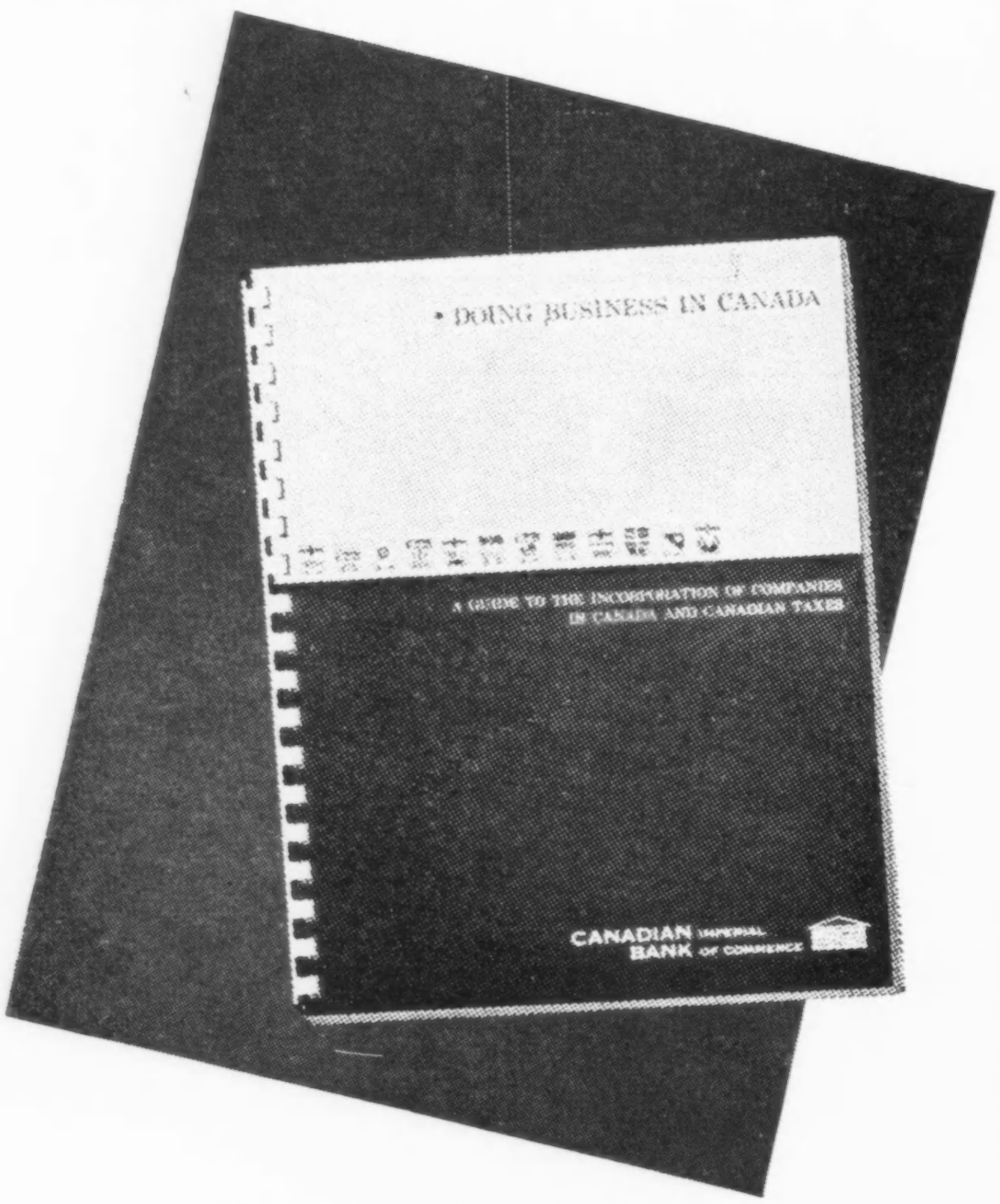
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Forestry and its related industries have been the beneficiaries of the highest percentage increase in capital expenditure after manufacturing industry. Both in Eastern and Western Canada projects for new pulp and paper mills have been announced, and it is now generally expected that if all go ahead as planned there will be a period of over-production in some sectors towards the end of this decade. However, in the past there has usually been an element of underestimating in the increase of consumption, and any surplus caused by over-production is likely to be absorbed without causing too great a strain on the industry. With the United States being the largest consumer of the products of the Canadian forestry industry, any slackening in growth in that market would change the picture and cause considerable concern in Canada.

There has continued to be a movement towards further processing in metals and ores in Canada so that an increased benefit may accrue to the country from the exploitation of the enormous mineral reserves which exist. Investment in minerals has shown an increase of over 20 per cent over the 1963 figure, and production has doubled over the past 10 years with new low-cost deposits of metalliferous ores still being discovered across the country.

All these factors have led to a heavy demand on the power generating industry, but the progress made in the development of hydro-electric and thermal facilities has been able to cope with this increase in demand. Natural gas distribution has expanded with the construction of additional pipelines, and the network now covers those areas of the country in greatest need.

The basic features of Canada can never be far from one's mind when considering the economic future of the country. These are spelt out in other articles, but it is worth remembering that a little less than 20 million people live in the northern part of a continent with a land area of over $3\frac{1}{2}$ million square miles. Of these people over $12\frac{1}{2}$ million are regarded as urban population living in and around the main cities. The greater part of the country is very sparsely populated. The need to provide adequate communications, particularly in roads, in such a vast area imposes a disproportionate

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burden on both Provincial and Federal Budgets, but the signs of progress in this field are everywhere apparent. Even the smallest community now feels part and parcel of the wider scene.

This, however, is the point at which it is necessary to touch upon the political scene because of its possible effect on economic growth. The first-class communications which now exist induce a feeling of 'one-ness', but Canada has been facing, and still faces, certain strains of the type which arise in any Federal system – between the Provinces and the Federal Government. Differences of opinion have, of course, been evident from time to time ever since Confederation, but the present situation causes one a certain amount of hesitation when assessing the effects on the economic climate. A suitable solution will undoubtedly be found, but this may take time.

Other basic economic facts: Gross national product rose by about £1,300 million to £15,700 million in 1964, and personal income from £10,800 million to £11,700 million in the same period. Weekly wage rates vary from province to province, but an approximate average would be in the region of £27 per week. Unemployment dropped to an average of 4.7 per cent of the labour force in 1964, which was lower than at any time since 1957. This may seem high from British standards, but there has been a steady downward trend commensurate with the increase in availability of work in manufacturing industries. Construction work is at a high level, and this is most noticeable, particularly in the larger cities. Indeed, the government has recently thought it necessary to postpone certain construction projects in the public sector to ease the pressure on the building industry. The obvious buoyancy of retail sales completes the picture of prosperity.

This is a brief picture of the Canadian economy. No one talks about the possibility of a recession, although it is admitted that there may be a slight slackening in the pace of development. To forecast the future is as difficult as forecasting the weather, but with the signs all pointing in one direction there should be no hesitation in saying that the economic future of Canada is bright.

You can find out all about Canada by sending a top executive to look the country over.

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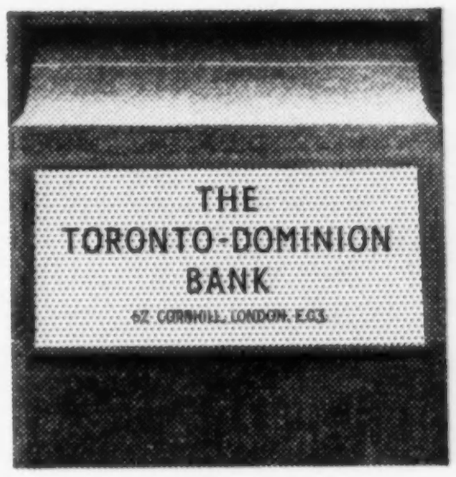

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Mr. E. C. Redhead, Minister of State (Overseas) Board of Trade (second left) in conversation with Mr. L. S. Davis of W. J. Fraser & Company Ltd. (right foreground), at the Woodall-Duckham Group Stand at the Chemistry in Industry, Construction and Agriculture Exhibition, Moscow. The model on the right of the photograph is of a complete plant for the production of 600,000 tons per annum of concentrated granular fertilizer (NPK) SAI-R Process for which W. J. Fraser & Company Ltd. are licensees.

Wider range of BoT's export services

—Mr. Douglas Jay

SPEAKING AT the golden jubilee banquet of the Retail Credit Federation in Scarborough on September 29, Mr. Douglas Jay, President of the Board of Trade said: 'Britain's economy is far stronger today than it was a year ago. The pound is more secure; production is higher; exports are higher; the trade deficit is halved; and employment is higher and better spread.'

'But', he added, 'there is much more still to do. We must as a nation put a more effective brake on rising prices, and only a concerted incomes and prices policy can achieve that. Secondly, we must mobilise still more firms into the export campaign. The Board of Trade now offers a wider range of export services, incentives, credit facilities and market information and advice than ever before. Even more firms could take advantage of these than the many thousands which are doing so with success already.'

EFTA Bulletin for September/October

THE IMPORTANCE of the EEC market to Denmark and Norway is the subject of the leading articles in this month's *EFTA Bulletin*. Other articles deal with EFTA trade in the first half of 1965, industrial and scientific research in Finland, and invisible barriers to trade in food.

Copies of the *EFTA Bulletin* can be obtained free of charge from the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Change of address of Board of Trade representative in the East Midlands

AS FROM October 13 the address of Mr. N. R. Rennie, Principal Regional Officer, Board of Trade, East Midlands Region, who is the Board of Trade representative on the East Midlands Economic Planning Board, will be changed from Block 5, Government Buildings, Chalfont Drive, Nottingham, to:

Cranbrook House,
Cranbrook Street,
Nottingham.
Tel. Nottingham 46121.

ECGD advisory council appointment

THE EXPORT Credits Guarantee Department announces that Mr. Douglas Jay, President of the Board of Trade, has appointed Sir Harry Douglass, a TUC member, to the department's advisory council.

Sir Harry Douglass has been general secretary of the Iron and Steel Trades Confederation since 1953. He represents the TUC on the British National Export Council and the EFTA Consultative Committee; he is chairman of the TUC Economic Committee, and is also a member of a number of national organizations, including the National Economic Development Council, the British Productivity Council, and the Industrial Court.

National Dock Labour Board Appointments for 1966

MR. RAY GUNTER, Minister of Labour, after consultation with the National Joint Council for the Port Transport Industry, has appointed Mr. E. T. Grint and Mr. D. H. Davies to be chairman and vice-chairman respectively of the National Dock Labour Board for the period January 1 to December 31, 1966.

Mr. Grint will succeed Lord Crook, who will have been chairman of the Board for nearly 14 years when he relinquishes the appointment at the end of this year. Mr. Davies will succeed Mr. W. C. How, who has been vice-chairman of the Board since January 1, 1962.

Mr. Grint will shortly be retiring from his post as a general manager, Imperial Chemical Industries Ltd., Personnel, and Mr. Davies is assistant general secretary of the British Iron, Steel and Kindred Trades Association.

British industrial expert's appointment in Colombia

MR. GEOFFREY PERCIVAL, a British planner and organizer of industrial estates, has arrived in Bogota, Colombia, to assist the Institute for Technological Research in the further development of small and medium size industrial estate projects in that country. Mr. Percival will join a team of United Nations experts aiding the Institute under a four-year United Nations Special Fund project involving a sum of more than $1.5 million, half of which is being contributed by the fund.

At the Institute in Bogota he will be mainly concerned with the further development of existing small and medium size industries and will advise on the establishment of new industrial estates.

Before his present assignment with the United Nations, the executing agency for the project, Mr. Percival was assistant general manager of the Industrial Management Corporation for Wales. Earlier, he served with the Wales and Monmouthshire Industrial Estates Limited and the Board of Trade Office for Wales. Mr. Percival joined the Civil Service during the Second World War organizing the use of industrial space during the war period and later planning the establishment of new industries throughout Wales.

UKAEA and CEGB to exchange members

TO FACILITATE the close co-operation which already exists between the United Kingdom Atomic Energy Authority and the Central Electricity Generating Board, Mr. Frank Cousins, Minister of Technology, and Mr. Fred Lee, Minister of Power, have decided that there should be cross membership between the two bodies. Mr. Cousins has accordingly appointed Mr. E. S. Booth, the engineering member of the Central Electricity Generating Board, to be a part-time member of the Atomic Energy Authority, and Mr. Lee has appointed Mr. J. C. C. Stewart, the member for Reactors of the Atomic Energy Authority, to be a part-time member of the Central Electricity Generating Board.

Marine inquiry into loss of 'Blue Crusader'

THE FORMAL investigation into the circumstances attending the loss of the mfv 'Blue Crusader', of Aberdeen, ON 300364, in the vicinity of the North Orkney Islands, on or about January 13, will open at the Sheriff Court, Aberdeen, at 10.30 a.m. on Monday, November 29, 1965.

Export Minister to visit Bristol, Tiverton and Plymouth

MR. EDWARD REDHEAD, Minister of State (Overseas), Board of Trade, is to visit Bristol, Tiverton and Plymouth from October 18-20.

On October 18, the Minister of State will be the principal guest at a civic luncheon at Tiverton to celebrate the 350th anniversary of the granting of a charter to the Borough of Tiverton. He will later open an exhibition illustrating the industrial and export achievements of the town. In the evening he will attend the first annual dinner of the South West Export Association in Plymouth.

On October 19, the Minister of State will visit Tecalemit (Engineering) Ltd., Marsh Mills, Plymouth, and Brown and Sharpe Ltd., Ernesettle, Plymouth. The Minister of State will lunch with the Lord Mayor of Plymouth. In the evening he will address a meeting in Bristol of representatives of exporting firms and firms wishing to enter the export field. The meeting will be followed by a reception for the Minister of State arranged by Mr. M. Weber, Regional Controller, Board of Trade, South Western Region.

On October 20, the Minister of State will visit Beasley, French & Co., Hartcliffe Way, Bristol. Following a meeting with the Lord Mayor of Bristol, Mr. Redhead will attend a luncheon given by Shell-Mex and BP Ltd. for members of the Bristol and West Exporters' Club's forthcoming mission to Denmark.

Note:

The Minister of State, who has special responsibility under the President of the Board of Trade for exports, has carried out a programme of visits to firms throughout the country in order to make personal contact with those engaged in the export effort. The Minister of State last visited the South Western Region on February 8 and 9, 1965.

Town Centre Properties Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed Mr. Charles Edgar Matthewes Hardie, CBE, FCA, of St. Alphege House, 2 Fore Street, London, E.C.2, to act as Inspector to investigate the affairs of Town Centre Properties Ltd.

Industrial relations in the motor car industry

MR. RAY GUNTER, the Minister of Labour, met representatives of car manufacturing firms and trade unions associated with the car industry, together with representatives of the Engineering Employers' Federation and the Confederation of Shipbuilding and Engineering Unions, on October 2. This meeting followed the talks which Mr. Harold Wilson, the Prime Minister, and the Minister of Labour had with the managements and unions on September 3 when it was agreed that the Minister of Labour should meet them within a month.

It was agreed in principle that the Fact Finding Commission already established in the industry should be strengthened and reconstituted as a Motor Industry Joint Labour Council, and should have an independent chairman appointed by the Minister. It was suggested that the terms of reference of the Commission might include the promotion of good relations in the industry and the review of relations in individual companies; the Minister proposed that its functions should be extended to include immediate inquiry into particular disputes leading to serious unofficial strikes or lock-outs in breach of procedure, and that in carrying out this function the possibility of it having the powers of a court of inquiry under the Industrial Courts Act should be examined.

It was also agreed to appoint a small working group to examine these in detail and to work out a scheme of action and report urgently. The group will consist of representatives of managements and trade unions with an official of the Ministry of Labour in the chair.

USSR TOURIST EXECUTIVES VISIT UK

Six tourist executives from the Soviet Union completed a successful British tour on September 23. This followed a visit by British Travel Association executives as guests of Intourist – the official Soviet Government Agency for tourism – in the autumn of 1963. The party, which included the chief Intourist Representative in Great Britain, Mr. Vladimir Kasatkin, were guests of the British Travel Association. The picture shows the leader of the Soviet delegation, Mr. Vladimir Ankudinov, who is Chairman of the Board of Foreign Tourism for the Council of Ministers of the USSR, (centre), with Lord Geddes (left), chairman of BTA, and Mr. Leonard Lickorish, general manager of BTA.

One-day conference on market planning

THE DIFFICULTIES that many firms experience while involved in diversification activities and the change over from being primarily a manufacturing concern to becoming a marketing organization were the subjects of a one-day conference entitled 'Market Planning for Profitable Production' held recently in Newcastle-upon-Tyne. The conference, which was organized by the North East Development Council was aimed towards helping smaller north-east firms to develop further their business including their export activities and was attended by representatives of over 40 companies in the region.

Speaking of the importance of market planning Mr. John Cheesborough, Divisional Director of Marketing, Associated Industrial Consultants, analyzed marketing in all its aspects and stressed that accurate research linked with careful pre-planning could often reveal to a company a wider and more profitable market than at first seemed available. A great amount of information and advice could be obtained by manufacturers and dealing with that subject Mr. John Stansby of AIC described the value of regional planning statistics.

In later sessions the conference turned to the question of overseas trade and Mr. R. A. Jolly, Northern Regional Export Officer, Board of Trade, explained the Government's new export initiative. The discussion concluded with a lively exchange of views on exporting led by the earlier speakers and a panel of industrialists who gave actual examples of their experiences in selling overseas.

British Standards Institution Annual General Meeting and Report

THE GROWING impact of standards on industry and exports is reflected in the Annual Report of the BSI and in the moves described by Sir Anthony Bowlby, Chairman of the Institution's General Council in presenting it to the Annual General Meeting which took place on September 29. The Earl of Kilmuir was re-elected president of the BSI at the meeting.

The new moves follow a series of reviews of BSI's working and of the needs of the economy for up-to-date standards, taking account of research and acceptable in export markets. A major factor in the expansion and speeding up of the BSI's activities is the move to the metric system. This is closely linked with work to secure international agreement and express it in British Standards, a feature which dominates many sections of the Report.

The Government has shown close concern with these matters, backed by finance. Sir Anthony Bowlby recorded BSI's appreciation of 'the substantial help the Government is providing', but said 'this does not affect the need for continued and increasing industry support'. It is significant that industry subscriptions, as well as the Government grant, have risen substantially over the past year.

Commenting on the growth of the BSI's Testing Centre at Hemel Hempstead, Sir Anthony referred to the demand for authoritative and independent approval of products as complying with standards, both for home and export markets, a trend which was likely to continue.

The Annual Report records the publication of a record 450 new and revised British Standards during the year under review, covering subjects as diverse as punched paper tape, liquid flow, gas turbines, incinerators, metal scaffolding, detergents, breathing machines, rescue lines, the use of precast concrete, dictation machines and baby harness. It lists the many thousands of projects under consideration in over 50 major sections of industry, and gives a brief description of the work of the international organizations, including that of all the technical committees of ISO and IEC.

The AGM approved the accounts of BSI reflecting the expansion already in train with income and expenditure for the first time over the £1 million mark.

Copies of BSI Annual Report – 1965 are sent free to subscribing members and are on sale at 7s. 6d. (plus 9d. postage to non-subscribers) from Sales Office, 2 Park Street, London, W.1.

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
28.35	Sodium sulphide, analytical reagent quality	2654
28.46	Sodium metaborate tetrahydrate, $Na_2B_2O_4$, $4H_2O$	33
28.47	Calcium dichromate	2367
29.02	1-Chlorobutane	4595
29.04	*tert*Butyl alcohol	8822
29.04	3-Chloropropan-1-ol	1980
29.13	Hydrindantin	3560
29.14	2-Hydroxyethyl methacrylate	6419
29.22	*N*-3-Chloropropyldimethylammonium chloride	4444
29.23	3-Dimethylaminopropan-1-ol	8820
29.25	*sym*Dimethylurea	2925
29.31	*iso*Thiocyanatomethane	4241
29.35	2:3-Dihydropyran	1118
29.35	1-Methylpyrrolid-2-one	8396
29.35	Tetrahydropyran	8821

Import Duties Act 1958, annual report

AS REQUIRED by Section 4 of the Import Duties Act 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1965. This report, which is the sixth to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

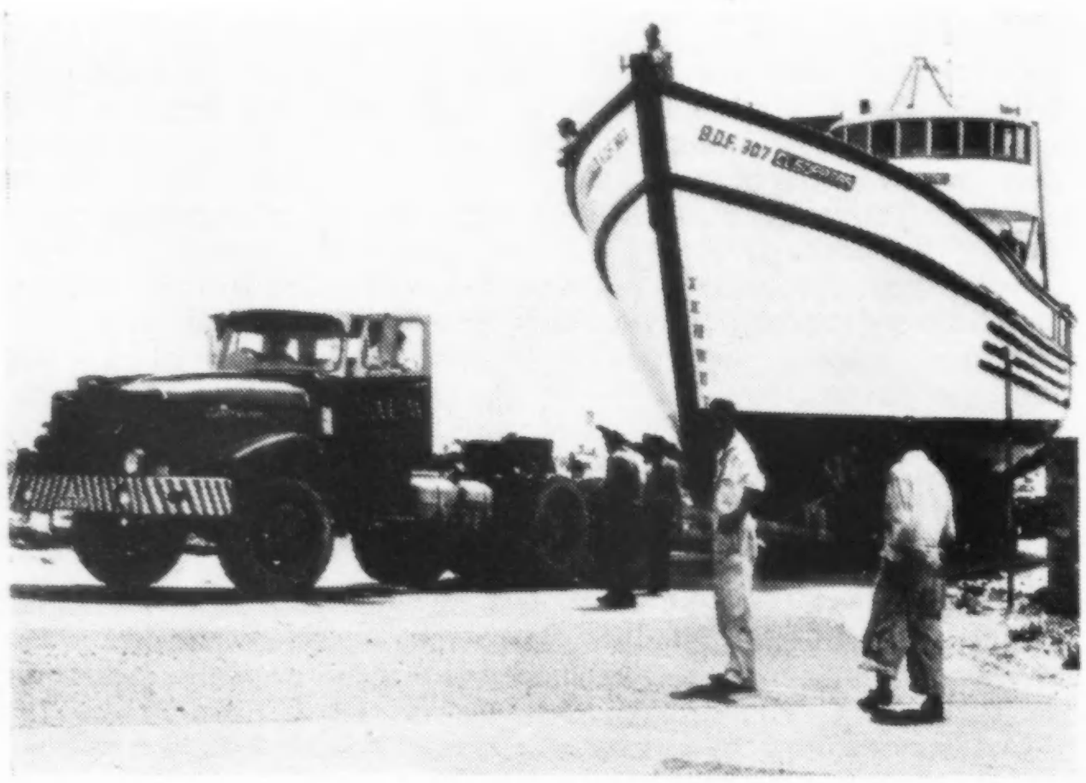
The report (H of C 307) published on September 30, is obtainable from HM Stationery Office, PO Box 569, London, S.E.1, price 2s., by post 2s. 3d.

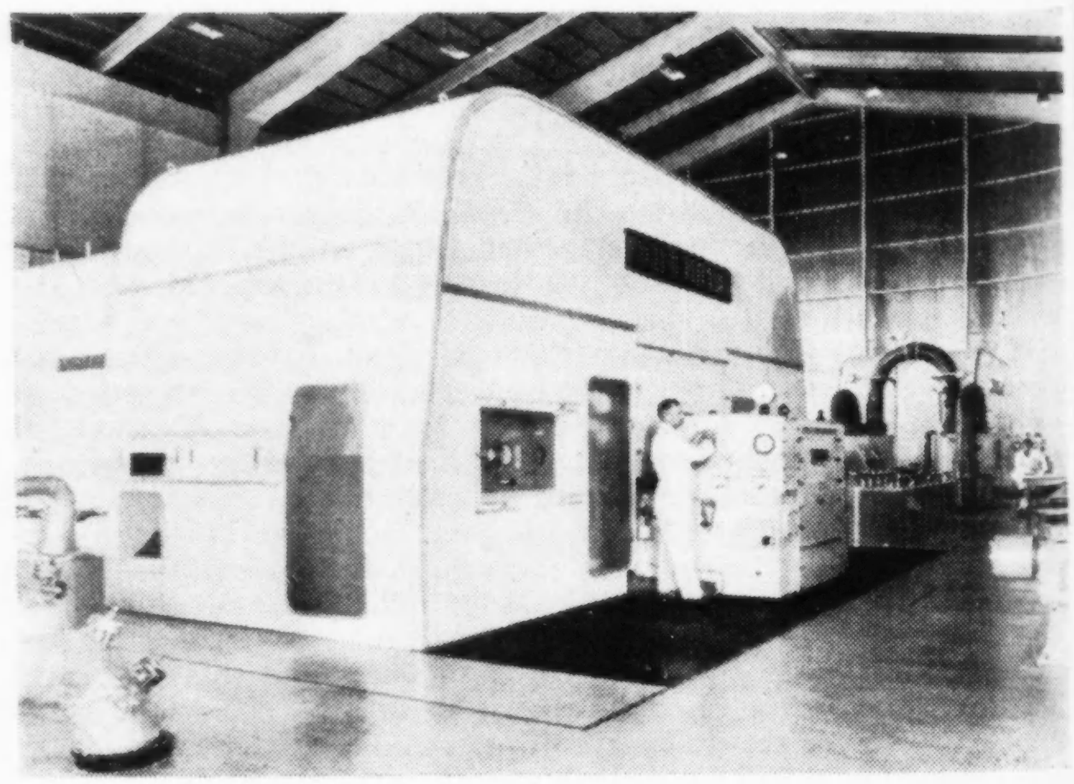
Duties on certain rayon fabric reimported after processing abroad

THE TREASURY published an Order on October 1 under The Import Duties Act, 1958 (The Import Duties (Process) (No. 2) Order, 1965 S.I. 1748) which provides that certain rayon fabric sent abroad in order to be processed by dipping in a solution of latex and resorcinol formaldehyde resin and by heating shall, on its return, be chargeable with duty in respect of the increased value attributable to the process only.

The Order came into effect on October 6, 1965. Copies of the Order are obtainable direct from HM Stationery Office.

EXPORTS TO SOUTH AFRICA





Exports to South Africa. A Scammel Contractor delivered to Cape Town some months ago hauling a 70-ton pilchard trawler from the works to the docks for launching. The picture on the right shows two completed English Electric 60 megawatt steam turbo-alternator sets in service at Rooiwal Power Station, near Pretoria. A third set is in the course of erection

'Call Export Intelligence' inquiries

MR. DOUGLAS JAY, President of the Board of Trade, speaking on October 1 at the Export Conference organized by the Institute of Export, at the Export Services Exhibition, Olympia, London, said: 'Since the beginning of April the Board of Trade's 'Call Export Intelligence' advertising campaign has been telling exporters and potential exporters about the very great amount of free help that they can get from Government sources. I am glad to say that this campaign is proving very successful. To date more than 4,500 inquiries have been received and we shall shortly pass the 5,000 mark. The quality of these inquiries has been encouraging. The greater use of Government Services for Exporters already achieved through the campaign will undoubtedly result in new export business. I have no doubt that advertising is successfully reminding management at all levels of the help they can get from the Board of Trade in surmounting their export problems, and is helping to turn some people's attention towards exports for the first time. I commend everyone to study the list of services available, which are given in every advertisement, to see whether Export Intelligence can help them to make a break-through in overseas markets.'

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region (see page 813).

One of the major themes in the new campaign is the importance and availability of the fast accurate tariff information provided by the Board of Trade as a confidential personal service to British businessmen.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Proposed formation of a British Shipbuilding Components Association

AGREEMENT WAS REACHED in London on September 29 at a conference attended by 130 marine sub-contractors, ship owners and ship-builders that a working party should be set up to consider the formation of a trade association able to speak with one voice for the ship components industries. The proposal was made by Mr. W. Riddle, managing director of John Hastie & Co. Ltd.

The association's aim would be to promote closer co-operation between members in increasing their competitiveness and efficiency in the export market.

The meeting was called by the Export Council for Europe and the Confederation of British Industry, both of whom offered their maximum support.

The CBI has recently set up a new directorate for industrial organization under Mr. Ken Johnson, to whom communications about the proposal should be sent. The initiative has been welcomed by the Shipbuilding Conference, ship owners and the Board of Trade.

List of British Commercial Representatives Overseas

THE FOLLOWING are amendments to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* on August 27:

BOLIVIA
Delete Mr. C. C. P. Baldwin, Third Secretary (Commercial)
Insert Mr. J. K. E. Broadley, First Secretary (Commercial)

DENMARK
Amend the address of the British Embassy to read
Kastelsvej 38-40
(The telephone number remains unchanged)

FINLAND
Telephone number: *Delete* 12574-32826
Insert 12574 *and* 632826
(The address and telex number remain unchanged)

KOREA
Amend the telephone numbers to read 220041 and 220042

NEW ZEALAND
AUCKLAND: Title of Mr. J. D. Leithead
Delete Counsellor (Commercial)
Insert First Secretary (Commercial)
Delete Office of the British Deputy High Commissioner
Insert British High Commission
CHRISTCHURCH: *Delete* Office of the British Deputy High Commissioner
Insert British High Commission

TRINIDAD
Amend the telex number to read 52342
(a/b code remains unchanged)

UNITED STATES
NEW YORK: In line 5 of the address
Delete New York NY 100022
Insert New York NY 10022
KANSAS CITY: *Amend* the address of the British Consulate to read:
Suite 1900, Commerce Tower 911, Main Street, Kansas City, Missouri 64105
(The telephone number and Area Code remain unchanged)

GUIDE TO COUNTRIES IN WHICH TOWNS ARE SITUATED:
DOHA: in the column headed 'Country'
Delete Persian Gulf (Trucial States)
Insert Persian Gulf (Qatar)
After 'DOHA' *insert* Dubai . . . Persian Gulf (Trucial States)
After 'MANAGUA' *insert* Manama . . . Persian Gulf (Bahrain)
MUSCAT: in the column 'Country' *after* Persian Gulf
add (Muscat and Oman)

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

New Books

Marketing in a Competitive Economy, by Leslie W. Rodger (253 pages. Hutchinson. 50s.) is intended to bridge the gap between the practical approach to learning about marketing of 'go out and do it', and the more theoretical approach of trying to understand why marketing is done and how it fits into business operations generally. It is directed towards three kinds of readers – university undergraduates and students generally, marketing practitioners who aspire to wider management responsibility, and top business management. Part I deals with the marketing perspective through a functional approach, and covers the theory of marketing. Part II – the bulk of the book – deals with managing the various marketing functions. The specific subjects covered are: the marketing information and research functions; the product planning function; the sale and distribution function; and the advertising and promotion function. Many examples are given of ways in which particular firms organize these functions, and the last chapter deals with co-ordination and controlling the marketing functions as a whole. This is a practical book written by the Marketing Director of McCann-Erickson Advertising Ltd.

Major British Export Markets (253 pages. Available, price 63s., from the British Market Research Bureau Ltd., Saunders House, 53 The Mall, London W.5). This spiral-bound report brings up to date and supplements the Bureau's previously issued *Western Europe*. It presents figures on Britain's important markets throughout the world. These include 21 countries, covering about one-third of the world's population. Only statistical material has been included where comparable data for all countries exists, but the publishers offer to make additional information available on request. Tables include a variety of population statistics, GNP per capita at market prices, and export and import figures.

Advertising consumer goods in foreign magazines is a recognized method of increasing sales overseas, but the practical results of such advertising have not always been clearly identifiable. Two surveys of Swedish magazine readers and their habits now throw some light on two problems. **Retail Trade Employees as Readers of Magazines in Sweden** (8 pages, Ahlén & Akerlunds Förlags AB. Available free from Frank L. Crane, 161-163 Queen Victoria Street, London E.C.4) is a survey by the Bonnier Magazine Group and shows that retail trade employees read more magazines than the average worker in Sweden. **Winter Buying and Winter Reading** (17 pages. Free from the address above) is by Bonniers and ICA-Förlaget AB, who have the largest chain of grocery outlets in Sweden. This survey shows that sales just before and after Christmas do not normally fall below the average for the year and that the reading of magazines in December and January does not deviate from that during peak advertising periods.

Proposals for the Creation of the Latin American Common Market (31 pages. Inter-American Development Bank, 808 17th Street NW, Washington DC 20577). Four leading Latin American economists were invited by the Chilean President to prepare a statement of their views regarding methods of speeding the economic integration of Latin America. Their proposals are intended primarily for consideration by the governments of Latin American countries, but are also likely to be of interest to those who do business with Latin America. They suggest measures covering commercial policy, regional investments, and monetary and payments policy. Certain basic principles upon which proper functioning of the common market would depend are also set out, including the principle of reciprocity of advantage, and preferential treatment for less developed countries. The institutional machinery proposed includes a Council of Ministers, an Executive Board, and a Latin American Parliament. There should also be a body concerned with promoting regional investment, by carrying out studies and preparing programmes and projects.

Alternative Systems for International Monetary Reform: a Comparative Appraisal (46 pages. Bank of Greece, Athens) by Xenophon Zolotas, Governor of the Bank, is No. 18 in the Bank of Greece Papers and Lectures. It sets out the working mechanism and potential effects of three of the many current proposals for international monetary reform: first, the Collective Reserve Unit scheme (CRUs); second, the scheme for the creation of loan claims on the International Monetary Fund, with corresponding investment by the Fund; and third, the scheme of reserve deposits with the Fund and corresponding investments by the Fund. The schemes are described briefly and their modus operandi examined comparatively. The last section of the paper is devoted to some aspects of the liquidity problem of special significance to the developing countries.

Monetary Reform for the World Economy (173 pages. Harper & Row, for Council on Foreign Relations. $3.95) is by Robert V. Roosa, former Under Secretary of the (United States) Treasury from 1961 to 1965. The book, based on the Elihu Root lectures delivered in May 1965, covers: The Conditions for Monetary Order, which lays down the standards that an effective international monetary system must meet; The Objectives of Monetary Reform, which appraises the proposals for monetary reform which have been put forward in recent years; and finally, in An Agenda for the Future, the author sets out his own diagnosis of the problem and proposes workable ways of improving the international monetary system – including the creation of a new international unit that countries could add to their foreign exchange reserves. A 30-page Appendix gives the full text of the Ministerial Statement of August 10, 1965, of the Group of Ten countries participating in the General Arrangement to Borrow.

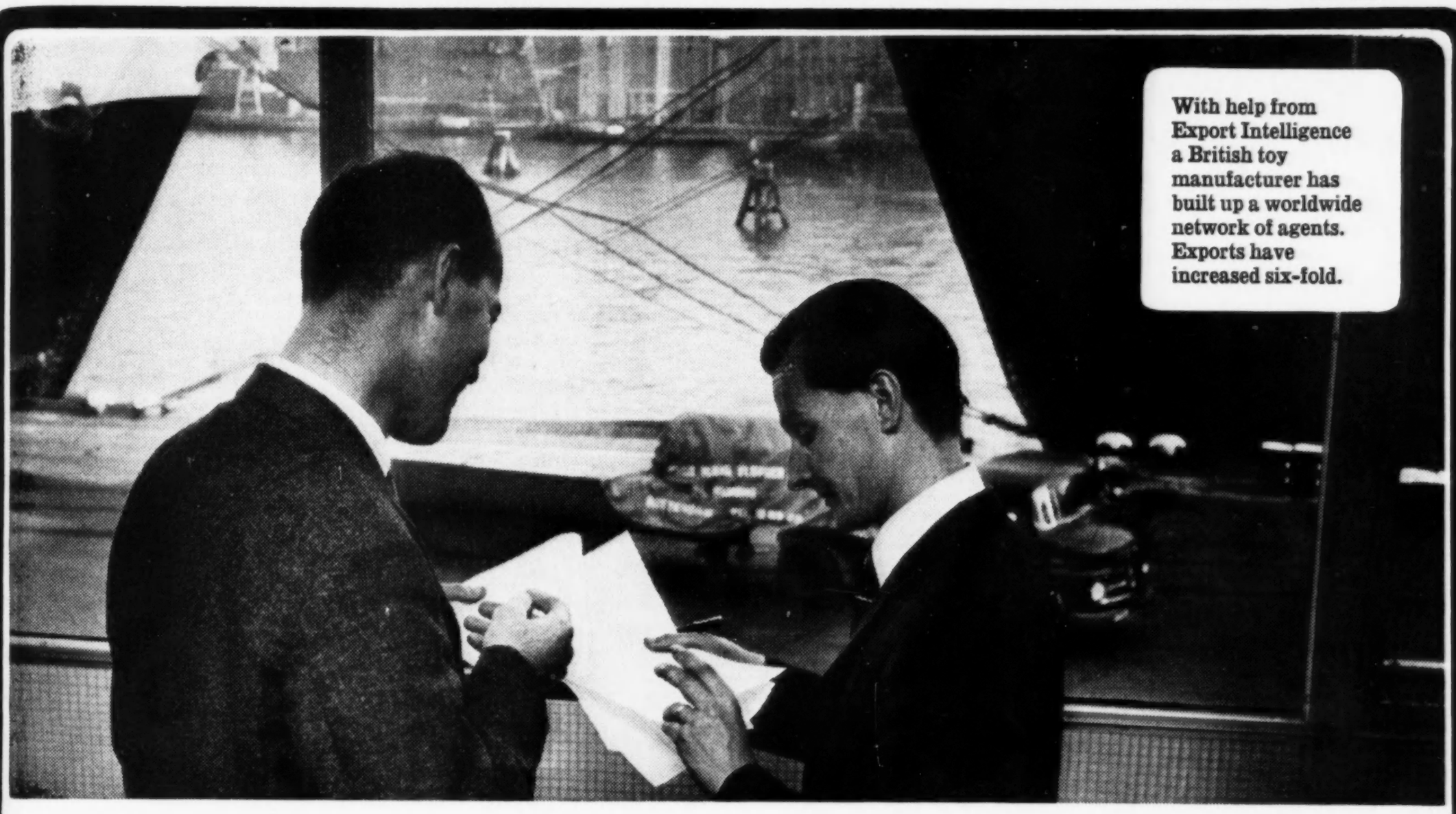
Financial commitments of more than $1,300,000,000 for economic development projects are recorded in the latest **Annual Reports** of the World Bank Group – the **World Bank** itself and its affiliates the **International Finance Corporation** and the **International Development Association.** Activities for the year of the Bank and IDA are covered in a single volume, while the IFC Annual Report is published separately. (Copies of both volumes may be obtained from the London office of the Bank, New Zealand House, Haymarket, London S.W.1). These Reports, covering the fiscal year ended June 30, 1965, show an increase of more than 20 per cent in commitments for development financing over the previous year. All three institutions extended the geographical range of their operations, increasing to 86 the number of countries and territories in which one or more have made loans, credits or other commitments. For the first time, as part of the Annual Report, the World Bank staff presents its own analysis of the 'Trends and Outlook in Developing Finance' (11 pages). 1964 is rated as a good year for the world economy as a whole. But if the developing countries are to avoid a slackening in the rate of investment activity, a reduction in the rate of growth and a brake on the raising of living standards, both the volume and terms of aid to them will need to be significantly improved. This must be accompanied by improvements in the export performance of the developing countries, which may be achieved by changes in their domestic policies and through improved access to foreign markets.

The Stationary Economy, by J. E. Meade (238 pages. Allen and Unwin, 35s.) This book is planned as the first volume of a series in which Professor Meade intends to provide a synthesis of modern principles of political economy in language intelligible to the non-mathematician. In the present volume he deals with marginal analysis, including the technique of linear programming, in the setting of a static competitive economy. After stating the 10 assumptions upon which his analysis is based, Professor Meade provides chapters on consumers' choice, the market for consumption goods, terms of trade, and constant and increasing costs. The problems arising from a multiplicity of factors and products; the changes in technical knowledge and in factor supplies; fixed technical coefficients; and economic efficiency and the distribution of income, are other aspects of the problem of the allocation of resources to various uses in a completely competitive laissez-faire economy which receive consideration. In the book's final chapters, the same problems are examined in the context of a completely socialized, centrally planned stationary economy. Professor Meade intends in subsequent volumes to examine economic systems in which the static and competitive assumptions made here are relaxed.

Careful, long-term planning and close co-operation between management and staff are necessary to make a move from London successful. These are the main conclusions to be drawn from the practical experience of 27 companies that left London for less congested and less costly areas outside. The moves – typical of over 200 – are described in a new illustrated booklet, **A Wise Move,** published by the Location of Offices Bureau (available free from the Bureau, London Chambers, 27 Chancery Lane, London W.C.2). Eight case studies show in detail the process of decentralization, from the decision to move, through the actual move, to the final assessment after it has been made. The details of the other nineteen are tabulated in a concise form for quick reference and comparison.

Management and Cost Control in the Metallurgical Industry (105 pages. Iliffe Books Ltd. for the Institution of Metallurgists, 25s.) gives the text, and following discussions, of lectures delivered in November 1964 at the Institution's refresher course. The four papers are: The role of the manager, by E. F. L. Brech; Management and cost accountancy, by J. H. Spooner; Industrial relations, by Lord Geddes; and a Project officer's diary: application of management techniques to a new (imaginary) metallurgical project.

Achieving Balance between Capacity and Sales (31 pages. British Productivity Council, Vintry House, Queen Street Place, London, E.C.4, 15s.) This booklet contains papers given at a conference held last May and organized by the BPC in co-operation with the British Institute of Management and the Centre for Interfirm Comparison. The basic idea behind the conference was that there are a few frequently occuring and typical patterns of co-ordination between sales and capacity. Each of these can be described as a basic marketing objective with resultant typical opportunities and risks. Firms of similar type, although making different products, face broadly similar problems of balance. A firm can therefore improve its methods of co-ordination by comparing them with those of other firms of its type. The co-ordination patterns outlined in the type descriptions given can be used as blueprints. Case examples which relate to three typical major patterns of co-ordination, were given by representatives of three large commercial firms.


With help from Export Intelligence a British toy manufacturer has built up a worldwide network of agents. Exports have increased six-fold.

A hardworking agent can double your profits overseas.

To get one:

Call EXPORT INTELLIGENCE

at the Board of Trade

THE RIGHT OVERSEAS AGENT is worth his weight in orders. The right place to start looking for him is Export Intelligence. We'll find your man, tell you the extent of his business, what stock facilities he has, what other lines he handles, everything about him. Does this free Board of Trade service interest you? Read on.

Finding the right agent

A 'phone call to any of the numbers listed will put you in touch with the man who can help you to find a good agent. With the advice of commercial officers overseas—and there are over 200 teams in various British Embassies, Consulates and Trade Commissions—he will be able to suggest agents whom it would pay you to contact. He will also advise on the best type of agency arrangements for particular markets.

But Export Intelligence provides more

You'll find the man you speak to can help with every aspect of overseas trading. A glance at the list on the right will show you exactly what that means. The Export Intelligence service is remarkably comprehensive. It is also immediate and personal. Yet it costs you absolutely nothing. It is provided by the Board of Trade as a confidential service to British businessmen.

Call us first

If you want to enter new overseas markets, we could probably help you cut several corners — even prevent you making expensive, time-wasting mistakes.

Call Export Intelligence—now.

CALL US FOR . . .

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Call us at . . .

HQ: London CITy 9633

Telex 25977

Belfast (Ministry of Commerce)
Belfast 28271 Telex 74578
Birmingham
MIDland 8821 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
London (Eastern Counties)
TATe Gallery 6271 Telex 25991
Manchester
DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act, 1956)

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1965, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1965, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 56) on January 8, 1965.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 56) on January 8, 1965. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

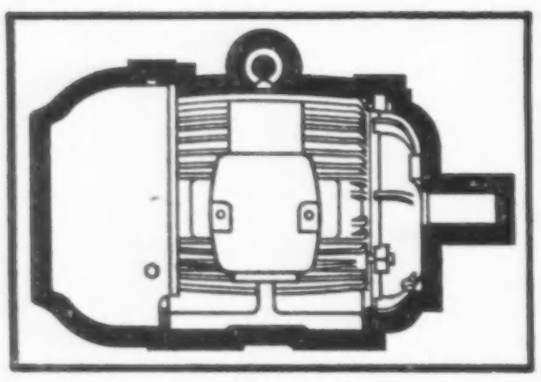
The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:—

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2; 9 Hope Street, Edinburgh, 2; Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	B
2814	Bakery products, bread, West of England, *add D.5/65.*
2305	Bacon pigs, *delete E.4/65, add E.4/66.*
2982	Bacon pigs, E.4/66.
2897	Beers, stouts, spirits, *add F9/65.*
348	Bolts, nuts, screws, etc., for aircraft, F.12/63, *add C.4/65.*
2917	Bread (trading stamps), groceries and provisions (trading stamps), NE England, *add C.6/65.*
1098	Bright drawn square-edged steel flats, bright steel bars, *add F.5/65.*
883	Building materials, Leicester, F.1/61, *add C.6/65.*
	C
1131	Carbon steel billets, blooms and slabs, F.12/64, *add C.7/65.*
350	Cold-formed precision nuts, forged heat-treated precision bolts and set screws, F.12/63, *add C.7/64.*
2619	Consumer goods, Scotland, F.3/64, *add C.5/65.*
	D
2267	Decorating materials, England, Wales, *add F.6/65.*
1054	Dental goods.
	E
2813	Electrical goods, *add E.8/65.*
	F
2839	Felt base, *add C.4/65.*
124	Flowers, fruit, vegetables, Dundee and Perth, *add C.5/65.*
474	Foundry and forged pig iron, *add F.9/65.*
2936	Fruit juices (trading stamps), groceries and provisions (trading stamps), livestock for food (trading stamps), mineral waters (trading stamps), vegetable products (trading stamps), wines (trading stamps), *add F.5/65.*
	G
831	Galvanized steel cutters, galvanized steel pipes, *delete F.7/59, add D.7/65.*
2967	Garage equipment, motor accessories and components, rubber tyres, *add F.7/65.*
2987	Gearboxes, E.12/69.
2115	Gramophone record players, tape recorders, C.6/61.
2916	Groceries and provisions (trading stamps), *add F.5/65.*
2922	Groceries and provisions (trading stamps), *add C.6/65.*
2976	Grocery and provisions (trading stamps), Scotland.
	H
1223	Harris tweed, woollen yarn, F.3/64, *add C.5/65.*
263	Hearth furniture and art metalware, *add D.3/65.*
1321	Heavy steel coil springs, *add D.6/65.*
	I
2858	Intoxicating liquor (spirits), parts of Herts and Essex, *add F.7/65.*
1084	Iron and steel sheets, F.12/64, *add C.6/65.*
529	Iron castings, *add F.8/65.*
	J
2986	Jig boring and jig grinding machines, thread grinding machines.
	L
2974	Leather and hides.
867	Locked coil steel wire ropes, *add C.12/64, 6/65.*
	M
227	Machinery (steel working), *add F.6/65.*
1090	Magnesite, *add D.10/64.*
2885	Meat, *add F.3/65.*
2988	Milk, Edinburgh, E.12/65.
1575	Monumental goods, Scotland, *add C.7/65.*
	N
2972	Newspapers (daily).
2984	Newspapers (daily).
2973	Newspapers (Northern).
2985	Newspapers (Northern).
	P
2810	Packing cases, Aberdeen and district, *add F.6/65.*
1149	Paper and paperboard, *delete F.10/63.*
2630	Photographs, *delete F.12/59.*
1530	Pressed bowls (new and refilled), F.11/64, *add C.4/65.*
	R
2115	Radio and television equipment, *add C.6/61.*
1203	Railway tyres and axles, *add D.9/65.*
824	Refrigerated equipment, *add F.5/65.*
	S
2962	Self-adhesive cellulose tapes, *add D.6/65.*
414	Silver steel, *add F.8/65.*
1005	Solid drawn steel wire, *add C.7/65.*
1127	Solid wheels and disc wheel centres, *add D.9/65.*
2912	Spirits, F.6/64.
2870	Spirits (whisky and rum), Spelthorne, *add F.6/65.*
1161	Steel conduits, *delete F.6/59, add D.6/65.*
2981	Steel fabric for concrete reinforcement.
1002	Steel laminated railway springs, *add F.5/65.*
1003	Steel laminated railway springs, *add D.8/65.*
869	Steel wire ropes for marine and engineering purposes, *add C.12/64, 6/65.*
993	Steel wire ropes for mining, etc., *add C.12/64, 6/65.*
1669	Steeplejack and lightning conductor engineering, *add F.7/65.*
	T
524	Tar, Yorkshire, *add D.6/65.*
2898	Trading stamps (intoxicating beverages), *add F.5/65.*
	W
2760	Woollen fabric (Harris tweed), F.3/64, *add C.5/65.*



EASY TO INSTALL
ECONOMICAL TO RUN

BROOK MOTORS LTD HUDDERSFIELD

BROOK ELECTRIC MOTORS

Registered No. of Agreement	Commodity	Area	D or F	Date
227	Machinery (steel working)	—	F	June 1965
263	Hearth furniture and art metalware	—	D	Mar. 1965
414	Silver steel	—	F	Aug. 1965
474	Foundry and forged pig iron	—	F	Sept. 1965
524	Tar	Yorkshire	D	June 1965
529	Iron castings	—	F	Aug. 1965
824	Refrigerated equipment	—	F	May 1965
831	Galvanized steel cutters, galvanized steel pipes	—	D	July 1965
1002	Steel laminated railway springs	—	F	May 1965
1003	Steel laminated railway springs	—	D	Aug. 1965
1090	Magnesite	—	D	Oct. 1964
1098	Bright drawn square-edged steel flats, bright steel bars	—	F	May 1965
1127	Solid wheels and disc wheel centres	—	D	Sept. 1965
1161	Steel conduit	—	D	June 1965
1203	Railway tyres and axles	—	D	Sept. 1965
1321	Heavy steel coil springs	—	D	June 1965
1669	Steeplejack and lightning conductor engineering	—	F	July 1965
2267	Decorating materials	England, Wales	F	June 1965
2810	Packing cases	Aberdeen and district	F	June 1965
2814	Bakery products, bread	West of England	D	May 1965
2858	Intoxicating liquor (spirits)	Parts of Herts and Essex	F	July 1965
2870	Spirits (whisky and rum)	Spelthorne	F	June 1965
2885	Meat	—	F	Mar. 1965
2897	Beers, stouts, spirits	—	F	Sept. 1965
2898	Trading stamps (intoxicating beverages)	—	F	May 1965
2912	Spirits	—	F	June 1964
2916	Groceries and provisions (trading stamps)	—	F	May 1965
2936	Fruit juices (trading stamps), groceries and provisions (trading stamps), livestock for food (trading stamps), mineral waters (trading stamps), vegetable products (trading stamps), wines (trading stamps)	—	F	May 1965
2962	Self-adhesive cellulose tapes	—	D	June 1965
2967	Garage equipment, motor accessories and components, rubber tyres	—	F	July 1965

Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
1059	Black and bright alloy bars, etc.
*1500	Building materials.
1106	Manganese steel trackwork.
256	Rails: Fishplates: baseplates.
1128	Rolled steel rings.
2962	Self-adhesive cellulose tapes.
2970	Self-adhesive cellulose tapes.
213	Steel.
1085	Steel forging ingots.
1129	Steel for tube making.
1243	Steel sheet pilings.
878	Summation metering equipment.
1492	Summation metering equipment.
1105	Vehicle armour.

*An asterisk placed against the number of an agreement indicates that proceedings have been initiated in Scotland.

The first of a number of Scammell Contractors – claimed to be the largest vehicle manufactured in Great Britain – ordered by Australia was recently loaded aboard ship at the London Docks.

The best way to these EXPORT MARKETS

is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Oct. 13 .	Miscellaneous stores and equipment – mostly furniture in small lots including:	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Office tables, metal lockers, Suffolk chairs, dining chairs in sets of four, fireside, wicker and adjustable chairs, club armchairs, billiard room settees, oak wardrobes, bookcases, stools, notice boards, refectory tables, mirrors, curtains, rugs, carpets, card tables, bedside lockers, folding tables, formica-top kitchen tables, school desks, feather pillows, etc.

Oct. 21 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, No. 32 Maintenance Unit, Royal Air Force, St. Athan, and Royal Air Force, Hereford.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

This sale will include:

Clothing and equipment: Greatcoats, jackets, blouses and trousers, raincoats, khaki drill clothing, gaberdine jackets and trousers, woollen pullovers, socks and stockings, shirts and collars, pants and vests, string vests, aircrew drawers, cotton drawers, blue gym shorts, navy blue clothing, PVC jerkins, outer coats, duffel coats, cold weather clothing, groundsheets, lightweight flying suits, pressure waistcoats, flying gauntlets, airmen's caps and berets, woollen wristlets, cotton and terry towelling scarves, WRAF clothing, webbing equipment including packs and haversacks, kitbags, air travel bags, water bottles, steel helmets, etc.

Footwear: Black and brown ankle boots, mountain rescue boots, fur-lined flying boots, black leather flying boots, black boots and shoes, cold weather boots, immersion boots, knee boots, WRAF overboots, canvas shoes, clogs, etc.

Electrical equipment: Motors, generators, rectifiers, regulators, invertors and convertors, transformers, armatures, batteries, cable, various lamps, electric fans, various meters, and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, ground cameras, supermatic cameras, Cambridge thermometer regulators, film driers, negative graders, analyzers, glazing drums, enlargers, epidiascopes, episcopes, magnifiers, photocell assemblies, various lenses, film and bromide paper, and miscellaneous equipment.

Office and barrack furniture: Wooden and steel cupboards and filing cabinets, Windsor, Suffolk and Bentwood chairs, tubular stacking chairs, typists' chairs, fireside, easy and armchairs, ladder back chairs, oak and mahogany drop leaf tables, office tables, folding and collapsible tables, light oak wardrobes, sideboards, bureaux, dressing chests and dressing tables, airmen's wardrobes and lockers, school desks, etc.

General stores: Ball and roller bearings, aircraft wheels, fuel pumps, hydraulic equipment, actuators, minilift hoists, rubber dinghies, towing arms, four-wheel transporter chassis, fibreglass cowlings complete with wooden cases, cable reels, and a large quantity of miscellaneous spares.

To be sold at No. 25 Maintenance Unit, Royal Air Force, Hartlebury, but lying at No. 32 Maintenance Unit, Royal Air Force, St. Athan:

Windsor, Suffolk and Bentwood chairs, fireside, easy and armchairs, office and dining chairs, ladder back chairs, oak drop leaf tables, office and other tables, cupboards and lockers, steel and wooden filing cabinets, workshop desks, benches, oak school desks, oak dressing chests, etc.

Also to be sold at No. 25 Maintenance Unit, Royal Air Force, Hartlebury, but lying at Royal Air Force, Hereford:

Windsor and Suffolk chairs, tubular stacking chairs, fireside, easy and armchairs, dining chairs, typists' chairs, folding and collapsible tables, office tables, oak dining tables, mahogany drop leaf tables, wooden and steel cupboards, filing cabinets and card index cabinets, oak bookshelves, light oak wardrobes, bureaux, sideboards, dressing chests and dressing tables, oak chests of drawers, airmen's wardrobes and lockers, Burco boilers, mattresses, carpets, etc.

Nov. 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

HOLME ON SPALDING MOOR AIRFIELD, EAST YORKS. (York 15 miles, Boothferry 10 miles, Market Weighton 5 miles)

R. Hornsey & Sons will sell by auction on Tuesday, October 19, 1965, weatherboard and Nissen huts comprising 13 large weatherboard huts, 16 Nissen-type huts, various smaller wooden huts also various brick buildings *to be demolished*, scrap iron, etc.

The sale will commence at 1.30 p.m.

Catalogues on application to the auctioneers. Viewing on production of a catalogue on the morning of the sale.

Auctioneer's offices: High Street, Market Weighton. Tel. 3147.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Oct. 14 .	Machine tools and general stores including:	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Centre and precision lathes; drilling and tapping machines; pillar, bench and portable electric drills; pneumatic concrete breakers; chipping and riveting hammers; grinders; sanders; saws and blowers; heavy duty air compressors; picks; drills; bending, rolling and folding machines; welders; remetallising, and soldering and brazing outfits; pipe and bolt screwing machines; screw cutting tools; bench and sleeving presses; tyre inflation and paint spraying plants; reboring and honing machines; vehicle washing pumps; sparkplug cleaners; electric test benches; Smith's hearths and forgers; degreasing plants; planing and thicknessing machines; instrument and watchmakers' lathes; plate, roll film and aircraft cameras; process lens, projectors, epidiascopes and enlargers; refrigeration units; generator sets; Megger insulation testers; Avo universal testers; electrical and test instruments; paint; wood packing cases; trailer trucks.

Catalogues for the sale shown above may be obtained from the auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal and jig borers; bench, pillar and radial drills; surface and tool grinders; capstan and centre lathes; universal and horizontal millers; presses; planers ; bending and straightening rolls; welding machines; screwing, shaping and sawing machines; sheet metal and woodworking machines, etc.

Locations: (a) Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.
(b) Ministry of Defence (Navy Dept.), Machine Storage Depot, Risley, nr. Warrington, Lancs.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), First Avenue House, High Holborn London, W.C.1. Tenders must be returned by (a) 10.00 a.m. November 4, 1965, and (b) 10.00 a.m. October 26, 1965. Permission to view on presentation of Tender Form only.

MINISTRY OF DEFENCE

Disposal of Floating Dock

Tenders are being invited for the purchase for further use/breaking up of Admiralty Floating Dock No. 5 (nominal lifting capacity 32,000 tons) lying at Messrs Silley Cox Ltd's Yard, Falmouth.

Applications for brief particulars, forms of tender, Conditions of Sale etc. should be made to the Director of Contracts (Naval), Branch 85, Ministry of Defence, Ensleigh, Bath. (Telephone No. Bath 6933 Ext. 1748)

Offers must be made on the form provided and be received not later than 12 o'clock noon on 4th November 1965.

STAINLESS STEEL CONTAINERS

ALL at 75/- each plus carriage 5/- each

A & B 16" x 11" x 11" 6 gallon capacity. C & D 3 gallon capacity. A B C are ex WD. C is unused. D is brand new. A B & C have locktight antisplash lids, D lid is optional extra 25/-.

THOS. FOULKES *(B.T.)*
Lansdowne Road, London, E.11
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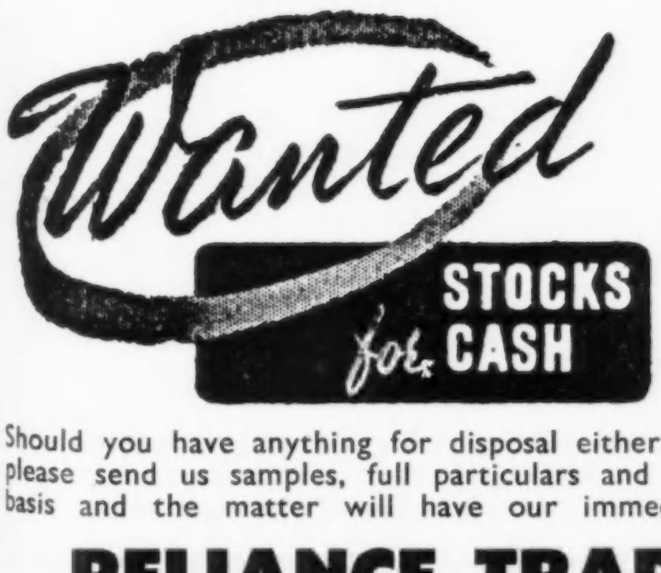
EVERYTHING FOR BOATS – – S.A.E. FOR LIST



We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.
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IMPORTANT PLANT AND VEHICLE SALE
CRANFIELD AIRFIELD, BEDFORD

WALKER, WALTON & HANSON

in association with

W. & H. PEACOCK

will SELL BY AUCTION *on*

Wednesday, 20th October, 1965

CIVIL ENGINEERING AND QUARRY MINING PLANT, SPARES, TYRES, MOTOR VEHICLES, TRAILERS, AGRICULTURAL MACHINERY AND IMPLEMENTS, SECTIONAL BUILDINGS, ETC,

including

EXCAVATORS by PRIESTMAN ('WOLF', 'PANTHER'), LOADING SHOVELS by ALLIS CHALMERS (HD6G), CASE ('420', '1000'), INCHGREEN, INTERNATIONAL and JCB; CRAWLER TRACTORS, ANGLEDOZERS and BULLDOZERS by CATERPILLAR, INTERNATIONAL ('BTD6', 'TD9') and TRACK MARSHALL; MOBILE CRANES by COLES, TAYLOR 'JUMBO' (HYDRAULIC), etc.; TOWER CRANES by BUILDMASTER, REICH 675 DRILLING RIG; FORK LIFT TRUCKS, DUMPERS by AUTO LIFT, BENFORD and THWAITES; BATCHING PLANT and WEIGH BATCHERS, BARBER GREENE ASPHALT FINISHERS, CONCRETE FINISHERS and JOINT CUTTERS; CONCRETE MIXERS, DIESEL LOCOMOTIVES, FIRE PUMP TRAILERS, SKIPS, REFRIGERATION UNITS.

also

NEW STEEL FRAMED BUILDING 275ft. x 180ft. x 16ft. to eaves; SECTIONAL TIMBER BUILDINGS.

and

COMPRESSORS (including INTERNATIONAL/BRISTOL TRACTOR MOUNTED COMPRESSOR), GENERATORS, PUMPS, WINCHES, ENGINES, WELDING SETS, JACKS (4-20 tons); 200 TYRES and WHEELS, 150 BATTERIES and CHARGERS, MACHINE and HAND TOOLS, MICROMETERS, ELECTRIC MOTORS by BROOKES and ENGLISH ELECTRIC.

also

SPARES by AUSTIN, CATERPILLAR, CHEVROLET, EUCLID, FERGUSON, FORD, FOWLER, MORRIS, WHITE, etc.; CATERPILLAR TRACK PIN PRESS, FUEL PUMPS and INJECTORS, SPARKING PLUGS, GEAR OIL, CANVAS SHEETS, PAINT.

and

LOW LOADING UNITS, TRUCKS and VANS by AUSTIN, COMMER, MORRIS and THAMES, ERF TRACTOR UNIT, LOW LOADING, BOX VAN and PLATFORM TRAILERS, DOUBLE DECKER BUSES, SALOONS.

also

AGRICULTURAL MACHINERY and IMPLEMENTS

SALE TO COMMENCE AT 10.30 a.m.

FOR VIEWING DATES AND TIMES SEE CATALOGUE

Catalogues may be obtained from the Auctioneers' Offices:
WALKER, WALTON & HANSON, DEPT. C.5,
BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM.
Telephone: Nottingham 54272 (10 lines).

W. & H. PEACOCK, DEPT. C.5,
10 LIME STREET, BEDFORD.
Telephone: Bedford 66366 (4 lines).

NEWS OF GREAT WEIGHT!

New Alitalia all-cargo flights to Italy!
(in conjunction with BEA)

Starting October 5, Alitalia increase their services to exporters by offering more flights per week on extra all-cargo planes. These are large-capacity DC-4s, carrying payloads of 8 tons (3000 cu. ft.). Ample capacity for your heaviest problems, because the DC-4 has a large loading door measuring 95 x 67 ins. With Alitalia expertise into the bargain you can be sure that your cargo's getting the V.I.P. treatment.

FLIGHT INFORMATION

LONDON/MILAN Daily except Monday
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†Flight No. Changes Milan.
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SAME DAY connections at Rome for:
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KARACHI/KHARTOUM/MONTEVIDEO/
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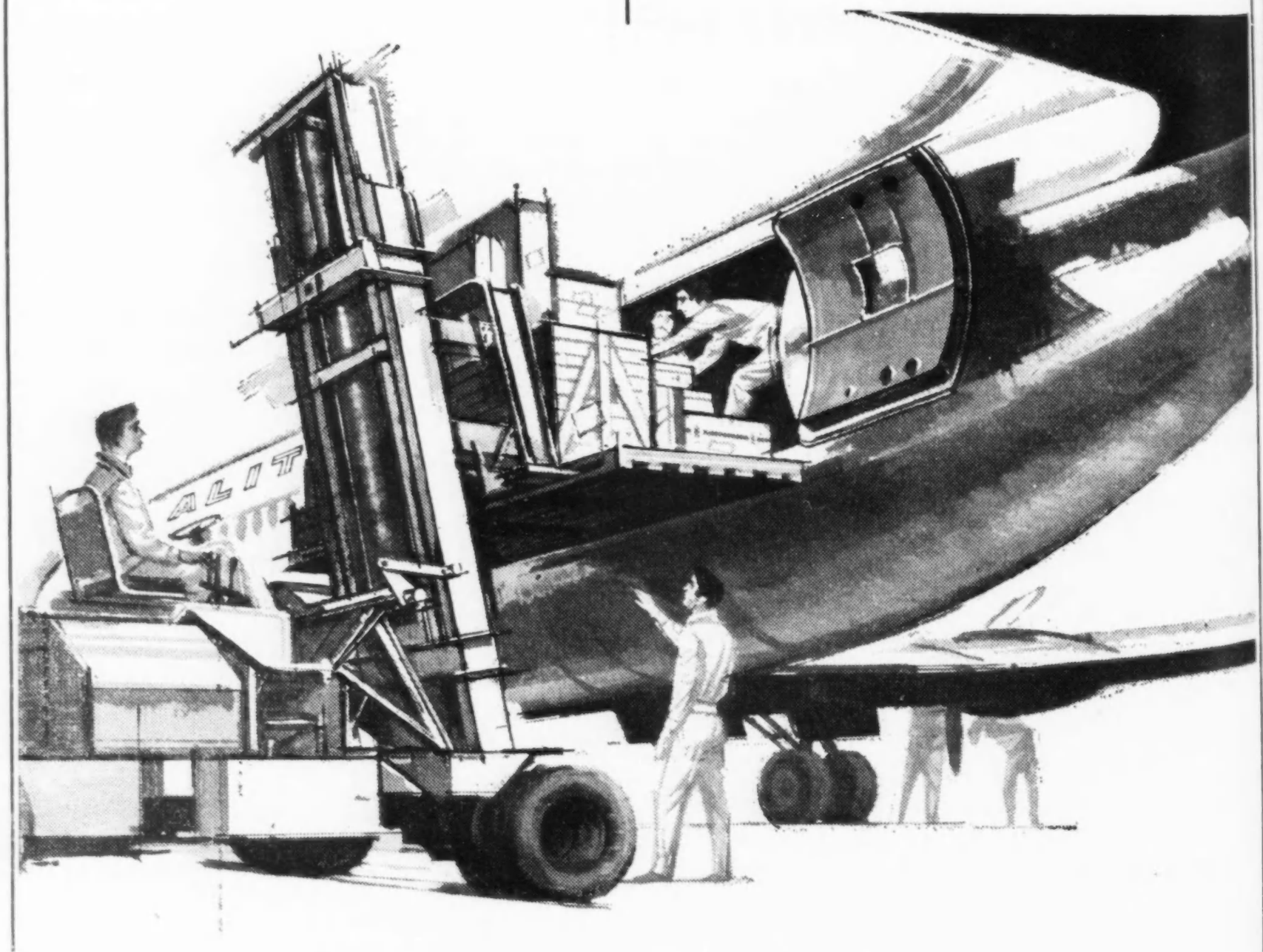

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1963															
4th quarter	122	124	139	133	121	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	162	187	161	+ 56	+ 49	—11	+11
2nd quarter		131				106		127	164				+ 83	—15	+6
1965															
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices							series shown in thousands								
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—412
1963																
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	+ 6
1964																
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	145	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	—103
1965																
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	— 27
2nd quarter	166*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	— 52
1965																
February	166	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	166*	123*	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	166*	123*	132·1	+5·1	111·3	129·2	156·0	297	— 16	—23	287	+13	+ 9	157	140	..
June	166*	127*	132·4	+4·9	110·7*	129·3*	156·7	268	— 29	—33	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·4*	129·5*	159·4	264	— 4	—15	296	— 6	+ 3	152	154	..
August			132·7	+4·7	110·3*	129·6*	159·8	279	+ 15	+10	282	—14	— 9	157	144	..
September								287	+ 8	+11	275	— 7	— 7			

† Not seasonally adjusted. * Provisional.

British construction work overseas 1964-65

A REPORT BY THE MINISTRY OF PUBLIC BUILDING AND WORKS

British building and civil engineering firms obtained new contracts for construction work overseas to the value of £198 million during the year ended March 1965, according to figures compiled by the Ministry of Public Building and Works. This is the highest level so far achieved and is £51 million more than the previous peak recorded in 1962-63. Even after allowing for cost increases it represents a much larger volume of work. There were also substantial increases in the value of work carried out during the year, which rose to £160 million, and in the value of work outstanding, which rose to £171 million. This work was carried out in 81 countries by 61 different United Kingdom contractors. The table on page 821 gives an analysis of the contracts obtained and work done overseas by British firms during the past three years.

At Ballymun, Dublin, the largest ever housing scheme in Ireland and one of the largest single housing schemes in Europe is to be built by the Cubitt-Sisk-Haden consortium. This project will comprise about 3,000 flats and houses for some 12,000-14,000 people. Industrialized methods of construction are being used, the Lowton-Cubitt steel frame system for houses and the Balency method for multi-storey flats. The work is expected to be completed within four years at a cost of approximately £10 million. Other large housing projects include the construction of 1,060 houses with auxiliary buildings in Spain by Richard Costain (Construction) Ltd., in a joint venture with a Spanish firm, and a £3 million contract obtained by The Mitchell Construction Company Ltd. for the site development and construction of 1,500 dwellings at Oeiras, near Lisbon. This firm has also obtained a £1¼ million contract from the Government of Zambia for the construction of a new airport terminal at Lusaka, and its operating company in Canada was awarded a £2½ million contract by the Canadian Federal Department of Public Works to build a new penal institution in Ontario.

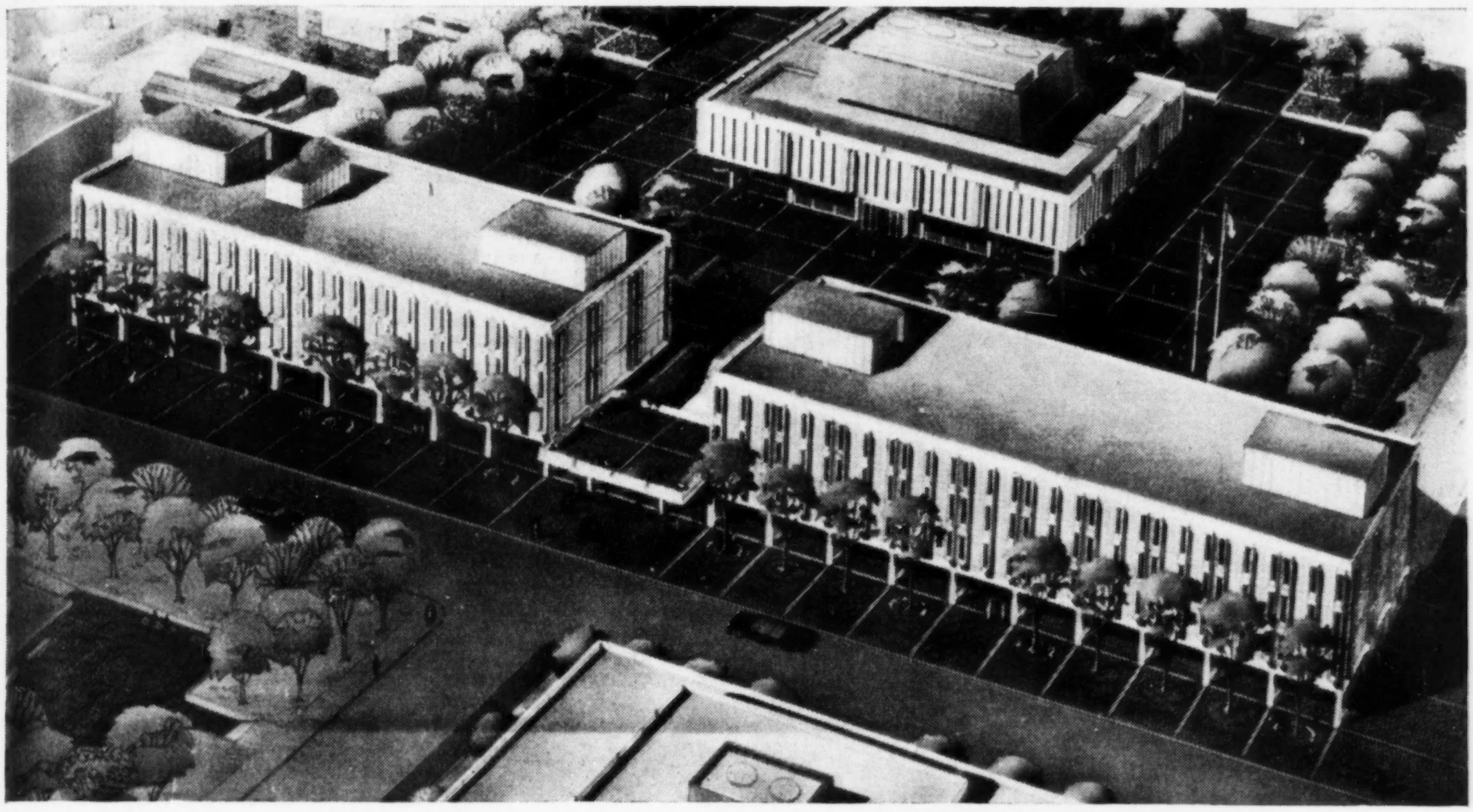
Karachi's new Hotel Intercontinental was built by MacDonald Layton Costain for Pakistan Services Limited on a 5-acre site on the route between the port and airport. The hotel has 306 bedrooms, a ballroom, several restaurants and other public rooms. Architects: William B. Tabler & Zaheeruddin & Co. Consultants: Eastern Bechtel Corporation of United States.

A notable achievement in Africa was the completion by Constructors John Brown Ltd., of the welding out of Algeria's third crude oil pipeline (*see front cover*). The contract, for approximately £25 million, is the largest pipeline contract yet undertaken by a British company. The construction of the 500 miles of 28-inch diameter pipeline was completed in 7/8 months after crossing a variety of terrain ranging from the Sahara Desert, over the Atlas mountains to the rich farming land of Algeria's Mediterranean coast. Work on the rest of the installation, which includes three pumping stations, two tank farms, a terminal and two sea loading lines, is expected to be completed in the autumn. Over 3,000 miles of pipeline have been laid by this firm throughout the world since it undertook its first pipeline contract in 1952. The company has also obtained a £2 million contract for the erection of an oil refinery in Denmark and two contracts worth nearly £10 million for the provision and erection of two chemical plants for Russia: one of the plants being supplied by Simon-Carves Ltd. These plants will produce two of the essential feedstocks required for the £30 million polyester fibre plant to be built in Siberia under a contract awarded to Polyspinners Ltd., a consortium formed by Constructors John Brown and Stone-Platt Industries Ltd., acting in collaboration with Imperial Chemical Industries Ltd.

Other companies active in oil field projects include Costain and Press Ltd., who obtained a contract for about £2¼ million for an oil pipeline and installation project in the Libyan Desert; and Taylor Woodrow (Overseas) Ltd., who participated in a joint venture with foreign firms in a £7 million extension to the crude oil export terminal facilities at Kharg Island, Iran. Taylor Woodrow (Overseas) Ltd., also obtained a £1.6 million contract for the civil engineering design and construction of a new sugar mill in British Honduras. They have also virtually completed, in conjunction with a New Zealand firm, the civil works at the new airport at Mangere, New Zealand. The airport, which will be capable of handling the largest jets, is expected to be officially opened next year.

Many other large contracts were obtained during the year by British firms or their associates, some in joint venture with foreign firms, and the wide variety undertaken can be appreciated from the following examples. Two contracts worth more than 18 million dollars, about £6½ million, were awarded to the Canadian member firm of the Cubitt Group. The larger contract was for the main structure of Canada's largest water purification plant in Toronto and the second contract was for major extension to a store in St. Laurent, Quebec. Other notable projects included a major dock improvements scheme for the Bombay Port Trust, valued at £8 million, awarded to a consortium headed by Kier Ltd., of Westminster, and contracts obtained by companies in the Costain Group for the Ahmadu Bella Stadium in Northern Nigeria, which is being built to Olympic standards; for a £1 million irrigation dam for the Government of Tanganyika and for a new £1 million barracks for the Australian Navy at Sydney.

George Wimpey and Co. Ltd., continued to make a significant contribution to the total value of work obtained overseas by British construction firms and won contracts throughout the world, being particularly successful in Canada and Sweden. The Parkinson Howard Group of Companies maintained their high level of activity



A contract valued at over £1 million has been awarded to the Blitman Construction Corporation of New York, an associated company of the Taylor Woodrow Group, for the construction of a Humanities building, a Science building and a Library building for Rutgers University, New Jersey. Work began recently and the buildings, of reinforced concrete frame construction, and with a total floor area of over 180,000 sq. ft., are due to be completed by February 1967. Architects are Kelly and Grazen of New York. In the artist's impression, the buildings form the centre rear groups (foreground is the new Law Centre, also part of the expansion programme). The library, to be the focal point of the campus, is at the top of the picture.

in Africa and obtained a £1 million contract for the supply of ready-mixed concrete for the construction of an aluminium smelter at Tema, Ghana. John Mowlem and Co. Ltd. were also active in Africa, and in many other parts of the world. Work started in March this year on the construction of the State Hotel in Kampala, Uganda; this £2 million contract was obtained by Cementation Ltd., who recently completed the Tunis Hilton Hotel. A contract for the construction of new British Embassy offices in Madrid was obtained by John Laing and Sons Ltd.; the work being undertaken by Laing Iberica S.A. Reed and Malik Ltd. continued their bridge building activities in Australia and were awarded a contract for the construction of a new bridge over the Clarence River in New South Wales. This 3,000 ft. long bridge will cost approximately £600,000 (A£750,000).

Work of British consulting engineers overseas

On January 1, 1965 the capital value of works in hand overseas for which members of the Association of Consulting Engineers were responsible was £1,060 million. This shows an increase of £100 million on the 1964 figure. The work is spread over some 80 different countries.

In February the Association, in conjunction with the Export Group for the Constructional Industries, organized a visit to Iran and Saudi Arabia by a small mission. Arrangements for the mission's programme were made through the Board of Trade and enabled meetings to be held with all authorities concerned with development programmes in the two countries. British consultancy services were offered wherever appropriate and, on the return of the mission, specific firms were recommended for undertaking the work.

It is now proposed to set up a permanent and separate organization in London whose task will be, by the despatch of missions and other means, to increase the use of British consultancy services by overseas countries. The more this can be done, the greater will be the chance of increasing British exports.

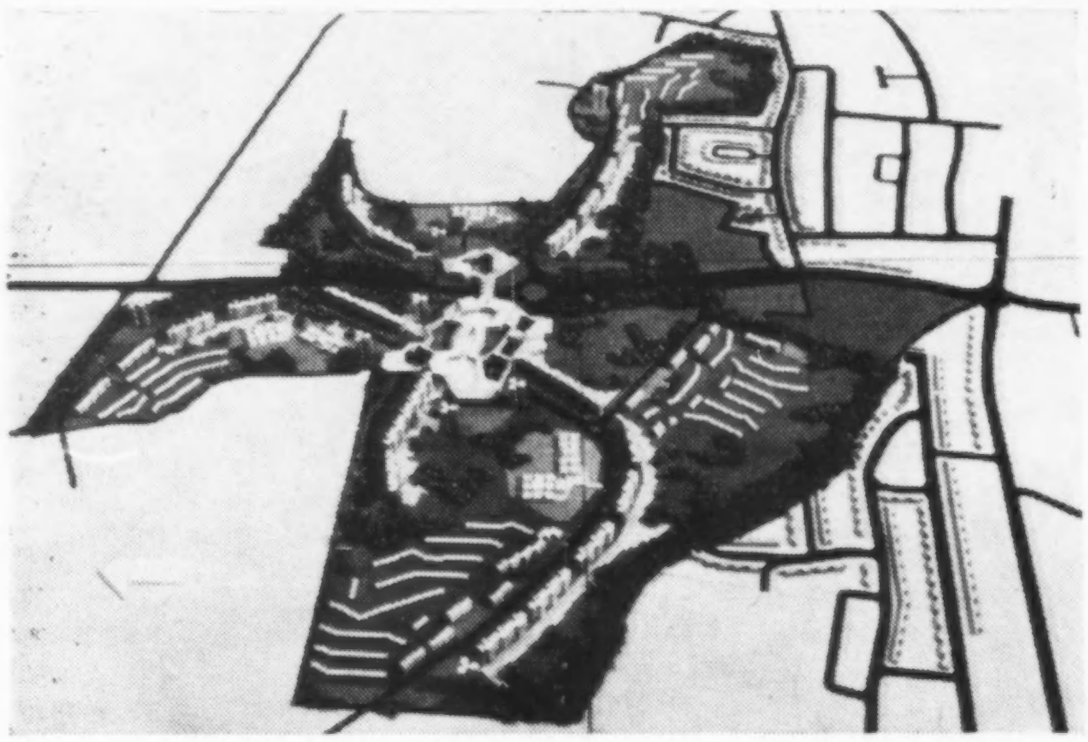
Contracts obtained and work done 1963/1965.

£ million

Area	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			*Value of work outstanding at		
	March 31, 1963	March 31, 1964	March 31, 1965	March 31, 1963	March 31, 1964	March 31, 1965	March 31, 1963	March 31, 1964	March 31, 1965
Sterling	83	71	87	65	78	78	80	75	87
Dollar	32	36	55	33	34	49	27	29	38
Non-Sterling Western European	3	4	14	2	5	5	4	4	13
Other Non-Sterling	29	7	42	11	6	28	34	21	33
TOTALS	147	118	198	111	123	160	145	129	171

*Including extensions and increases in cost, less cancellations to contracts previously reported.

BRITISH CONSTRUCTION WORK OVERSEAS, *continued*



The Cubitt-Sisk-Haden consortium are to build 3,000 homes by industrialized methods at Ballymun on the outskirts of Dublin. The project, Europe's largest single housing contract, will provide homes for 12,000-14,000 people. Picture shows a model of the proposed development at Ballymun showing the spacious layout of houses and flats and how they follow the line of the spine roads which sweep out from the town centre.

Quantity surveying overseas

Increasing interest continues to be shown in many countries of the world for the services of British chartered quantity surveying practices. In addition to the volume of work where there is a British client, architect or engineer, an increasing number of enquiries and commissions have been received for construction projects where no other British element is involved. In particular, quantity surveying services have expanded this year in countries in North Africa and in the Middle and Far East, and the first serious enquiries have come in during the last year from the United States of America.

The overseas commissions divide into two main categories – first, full service with bills of quantities and post contract work, and secondly, restricted services of cost advice and cost control. The size of projects varies from the comparatively small up to £25 million for a general development in Canada; work for the Montreal World Fair; an international air terminal at £1 million in the Middle East; earthquake reconstruction in Libya, and new universities in Iraq and Iran. Housing, schools, universities and industrial work is reported from many countries.

The enquiries of the previous year from Europe have developed into a number of definite commissions and additional enquiries are reported from France, Belgium, Spain, Portugal and Switzerland.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.:

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Rotating Electrical Machinery for May 1965.
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Metal Working Machine Tools for 1st Quarter, 1965.
Brushes and Brooms for April-June 1965.
Engineers' Tools for 2nd Quarter, 1965.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during September in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers:

Additions:

Lockhart Securities Ltd., Finsbury Pavement House, 120, Moorgate, London, E.C.2.

Exempted Dealers:

Change of Address:

New York London Trustee Co. Ltd., 100, Wood Street, London, E.C.2.

J. Henry Schroder Wagg & Co. Ltd., 120, Cheapside, London, E.C.2.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 1, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 27: *Farming for Fish*	Br/E 30701	9	September 27	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
European Tapestry	Br/E 30711	22	September 29	" "	Athos Film Productions Ltd.
The City Under the Sea	Br/E 30712	84	September 29	Warner-Pathe Distributors Ltd.	Bruton Film Productions Ltd.
Pathe News 65-78	Br/E 30476	8	September 30	" "	Associated British-Pathe Ltd.
Pathe News 65-79	Br/E 30477	8	September 30	" "	" "
Movietone News 1894A	Br/E 30396	7	September 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1895	Br/E 30397	7	October 1	" "	" "
The Face of Fu Manchu	Br/E 30715	94	October 1	Warner-Pathe Distributors Ltd.	Hallam Productions Ltd.
Mining Review No. 2 – 19th Year	Br/E 30716	10	October 1	Data Film Distributors Ltd.	National Coal Board
			FOREIGN		
The Restless Ones	F 30702	103	September 28	The Billy Graham Evangelistic Association Ltd.	World Wide Pictures
Birds of a Feather	F 30703	6	September 29	Rank Film Distributors Ltd.	Universal International Films Inc.
Ski-Napper	F 30704	6	September 29	" "	" "
Three Little Woodpeckers	F 30705	6	September 29	" "	" "
Woodpecker Wanted	F 30706	6	September 29	" "	" "
The Case of the Elephant's Trunk	F 30707	6	September 29	" "	" "
Cruising Waters	F 30708	10	September 29	" "	" "
Aqua Capers	F 30709	10	September 29	" "	" "
Godzilla *vs.* The Thing	F 30710	88	September 29	Warner-Pathe Distributors Ltd.	Toho Co. Ltd., Tokyo
Ship of Fools	F 30713	144	September 30	Columbia Pictures Corp. Ltd.	Stanley Kramer Productions
The Time Travellers	F 30714	84	October 1	Warner-Pathe Distributors Ltd.	Dobil Productions Inc.

AMENDMENT TO THE REGISTER:
The playing time of the film 'Geronimo's Revenge' (F 29517) registered on June 17, 1964, has been amended to 61 minutes.

Metal working machine tools exports in June

ACCORDING TO FIGURES collected by the Board of Trade on their behalf, the Ministry of Technology report that export deliveries in June reached a new record monthly level of almost £5 million. Seasonally adjusted, export deliveries in the second quarter of the year were almost £12 million, between £1 million and £1½ million higher than the high levels reached in the previous two quarters. Net new export orders received in June were, however, at a lower level than in the earlier months of this year, so that the outstanding order book, which had been increasing, was sharply reduced to a level rather below the position a year ago. Outstanding export orders were then only just beginning to recover from the lowest level since 1961, and the recent fall brings them down to only about seven months deliveries at the average rate during the second quarter. Some improvement in new export orders will, therefore, be needed if export deliveries are to be maintained at this high level.

On the home market deliveries were lower in June and now appear, on average, to have flattened off at slightly below the high level reached in the first quarter of the year. New orders also declined but, although, in the second quarter of the year they were 5 per cent below the average of the previous three months, still considerably exceed deliveries so that outstanding orders continue to increase and now stand at around 8 to 9 months deliveries at current rates. Compared with a year ago, home orders outstanding are up by around 40 per cent and the total order book has increased over the same period by around 25 per cent.

Allowing for seasonal factors, the high export deliveries more than offset the fall in home deliveries in June raising the total to a new record of around £12¼ million.

Description of the statistics

The current monthly figures shown on the attached tables are based on returns made to the Board of Trade by firms accounting for about 75 per cent of deliveries and include estimates for smaller firms making quarterly returns only. The monthly estimates previously published for January, February and March have been revised in the light of the more complete information obtained for the first quarter of 1965 from the quarterly inquiry covering metal working machine tools, details of which are published in the Board of Trade's *Business Monitor* P.64.

To assist in the interpretation of trends in the metal working machine tools industry the figures are also published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflect the effects of factors that do not recur regularly. Moreover the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year, as another twelve months' experience becomes available. The figures shown on the table have been revised back to the beginning of 1962 following the re-assessment taking account of the 1964 experience. The seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the industry and the comments on recent trends given above relate to the seasonally adjusted series.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend; the month-to-month fluctuations are particularly marked in the case of the derived net new order series. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Tables continued on next page

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. *(See page 872 of this issue.)*

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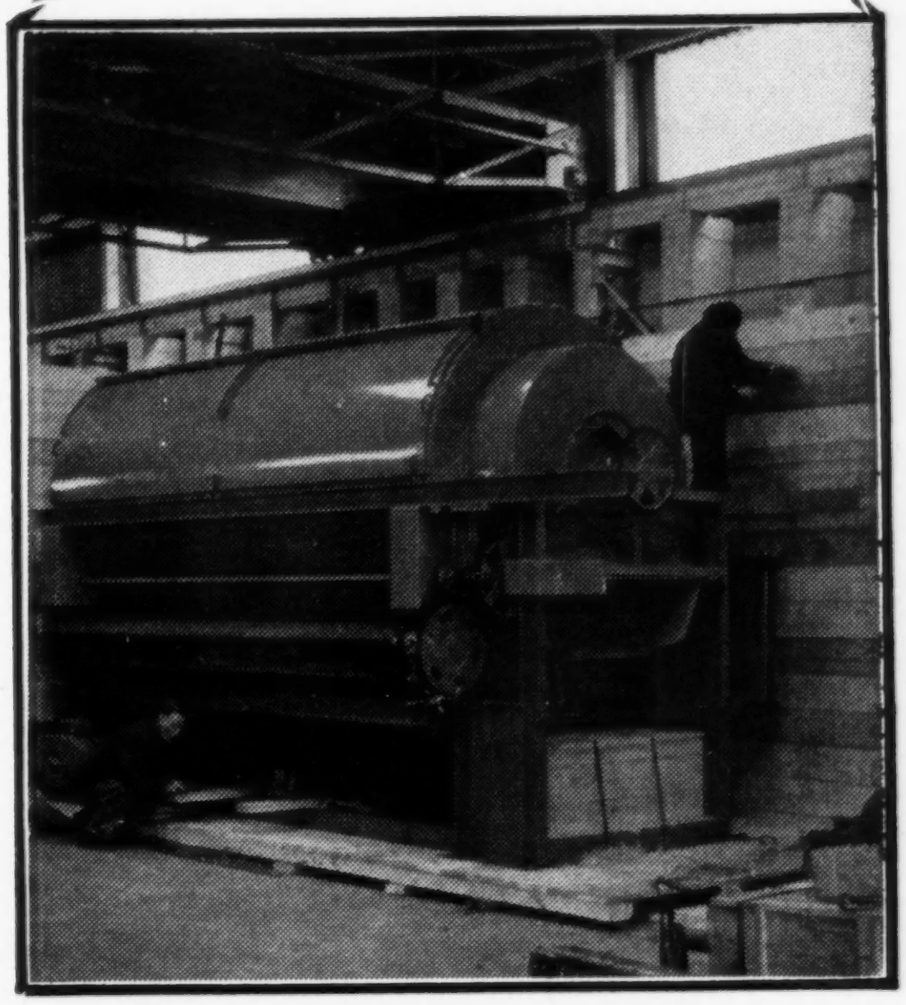

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TABLE 1.

Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116 916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60 449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74 848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter*	34,605	11,270	23,335	94,653	28,899	65,754	37,820	11,090	26,730
3rd quarter									
4th quarter									
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3 240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April*	10,556	3,027	7,530	92,961	29,579	63,382	12,079	3,527	8,552
May*	11,893	3,515	8,378	94,551	30,206	64,345	13,483	4,142	9,341
June*	12,156	4,729	7,427	94,653	28,899	65,754	12,257	3,421	8,836
July									
August									
September									
October									
November									
December									
January-June 1964	59,488	18,746	40,742	74,848	28,941	45,907	65,310	18,531	46,780
January-June 1965	71,442	22,613	48,829	94,652	28,899	65,754	78,312	21,563	56,749
Percentage change (3)	+20	+21	+20	+26	N/C	+43	+20	+16	+21

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5%) due to the inclusion of additional firms.

Robert Hough

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TABLE 2.

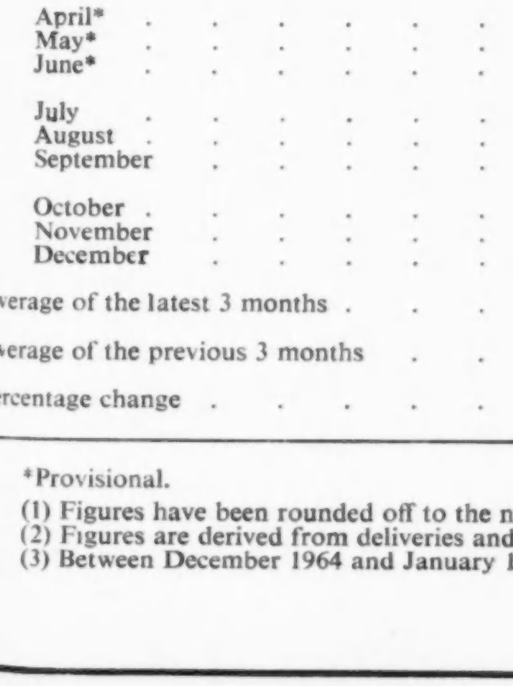
Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1962 1st quarter	30,459	7,956	22,503	112,566	32,616	79,950	24,967	8,603	16,364
2nd quarter	32,576	9,260	23,316	107,266	34,445	72,821	27,276	11,089	16,187
3rd quarter	32,234	9,050	23,184	99,252	34,834	64,418	24,220	9,439	14,781
4th quarter	31,904	9,205	22,699	88,946	34,397	54,549	21,598	8,768	12,830
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter*	35,471	11,977	23,494	94,543	38,986	65,557	37,303	10,798	26,505
3rd quarter									
4th quarter									
1964 January	10,163	3,272	6,891	70,453	28,847	41,606	10,888	3,138	7,750
February	9,520	3,128	6,392	71,418	28,680	42,738	10,485	2,961	7,524
March	9,543	3,052	6,491	72,085	28,683	43,402	10,210	3,055	7,155
April	10,168	3,433	6,735	72,628	28,587	44,041	10,711	3,337	7,374
May	9,029	2,800	6,229	73,285	28,595	44,690	9,686	2,808	6,878
June	9,521	2,895	6,626	74,805	29,031	45,774	11,041	3,331	7,710
July	9,253	2,379	6,874	77,540	29,233	48,307	11,988	2,581	9,407
August	10,306	2,963	7,343	78,034	29,228	48,806	10,800	2,958	7,842
September	10,622	3,126	7,496	71,364	29,341	52,023	13,952	3,239	10,713
October	10,890	3,356	7,534	83,266	29,825	53,441	12,792	3,840	8,952
November	11,139	3,495	7,644	85,276	29,863	55,413	13,149	3,533	9,616
December	11,555	3,902	7,653	87,785	29,461	58,324	14,064	3,500	10,564
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April*	11,360	3,367	7,993	92,910	30,588	62,322	11,560	3,791	7,769
May*	11,867	3,669	8,198	94,878	30,917	63,961	13,835	3,998	9,837
June*	12,244	4,941	7,303	94,543	28,986	65,557	11,909	3,010	8,899
July									
August									
September									
October									
November									
December									
Average of the latest 3 months	11,824	3,992	7,831	..	..	..	12,435	3,600	8,835
Average of the previous 3 months	11,401	3,493	7,908	..	..	..	13,043	3,728	9,315
Percentage change	+4	+14	—1				—5	—3	—5

*Provisional.

(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5%) due to the inclusion of additional firms.



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THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

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Production of man-made fibres in August

TOTAL PRODUCTION by weight of man-made fibres in August was 2 per cent more than in August 1964. Holiday months are difficult to interpret, but if the two months July and August are taken together, output of continuous filament showed an increase of 5 per cent and output of staple fibre an increase of 1 per cent compared with the corresponding months of 1964.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1964 1st quarter	93·4	109·9	203·3
2nd quarter	93·9	109·3	203·2
1965 1st quarter	102·9	122·8	225·8
2nd quarter	101·0	120·8	221·9
1964 June	30·5	36·4	66·9
July	31·3	35·9	67·1
August	27·9	32·9	60·8
1965 June	33·4	40·2	73·6
July	30·8	38·7	69·5
August	31·4	30·6	62·0

Britain earned £300 million from tourism including fares last year

LAST YEAR Britain received 2,456,000 visitors from overseas – an increase of approximately 300,000 (14 per cent) on record-breaking 1963. The money earned by the country from these visitors, including fares paid by them to British carriers, totalled well over £300 million.

This is stated in the annual report of the British Travel Association, Britain's official tourist organization, published on September 29.

The report says that in less than two decades tourism has grown from practically nothing into one of the most powerful economic forces in the country.

It concludes by saying the association is confident that, with the continued support and encouragement of its members and the Government, the annual numbers of overseas visitors to Britain can be increased year by year, so enabling Britain to maintain her place as one of the world's top tourist countries.

Record 436,000 foreign visitors came to Britain in July

More than 436,000 foreign visitors came to Britain in July – 60,000 more than in the same month of record-breaking 1964, reports the British Travel Association, Britain's official tourist organization.

The July arrivals brought the total number of foreign visitors to Britain in the first seven months of the year to 1,306,000 – an increase of 160,000 (14 per cent) on the period.

Visitors from European countries in July numbered 292,000, which was 40,000 more than in the same month last year. United States visitors in July numbered 116,000, which was an increase of 18,000 on the month, and brought total United States arrivals in the first seven months of the year to 393,000 – a rise of 50,000 (14 per cent) on the period.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

Unit value index numbers of imports and exports (Table 1)

IN AUGUST the import unit value index was unchanged at 106, while the export unit value index rose one point to 109. This increase was not sufficiently large to alter the terms of trade which stayed at 102 (1961=100).

Although the overall import unit value index was unchanged, there was a rise of one half per cent in the index for manufactured goods. This was offset by marginal falls in the food, beverages and tobacco and basic materials indices and also by the continued fall of the fuels index. The fall in the basic materials index partly resulted from lower average values for textile fibres.

The increase in the overall export unit value index was only slight although it caused a rise in the rounded index number. It was due to an increase of 1 per cent in the index for other manufactured goods which, with a small increase in the metals index, was only partly offset by a decrease in the index for non-manufactures.

Volume of imports and exports (Table 2)

The volume and value of imports in August were well above the average in recent months, after allowing for seasonal factors, and slightly more than the high level reached in May following the reduction in the import charge. Increased imports of food, beverages and tobacco and of semi-manufactures contributed to the higher volume of total imports in August, but most classes of imported goods have shown marked increases since the first quarter of this year, when all commodity groups except fuel were at low levels, reflecting declining food imports and delays in arrivals from the United States as well as the initial impact of the temporary import charge.

The trend in recent months has continued to rise a little; in three months June-August the volume of total imports increased by nearly 2 per cent compared with the previous three months. Several factors have contributed to this growth. Food imports in June-August were 8 per cent more by volume than in March-May and a similar increase was shown for finished manufactures. The volume of manufactured goods as a whole, which includes semi-manufactures, grew by 4 per cent between the two periods. Decreases in volume of 5 and 3 per cent respectively were shown in imports of mineral fuels.

The seasonally adjusted volume of exports in August was well below that of the exceptionally high July figure although above the average for the year so far. There is always uncertainty in the month to month movements, however, and this year there has been the effect of the change of date of the August Bank holiday upon the holiday pattern. Comparing three months June-August with the period March-May, total exports showed an increase of 2 per cent by volume. The biggest relative increases were in the non-manufactures group which as a whole grew by 4 per cent between the periods. Within the group, the volume of exports of food, beverages and tobacco increased by 9 per cent and basic materials by a similar amount. Fuel exports, however, which have been declining in recent months, fell by 9 per cent.

Manufactured goods as a whole, which account for over four-fifths of total exports, showed an increase of 1 per cent in volume in the three months June-August compared with March-May, with varied changes within the total. Engineering products were about 4 per cent higher than in the period March-May, and 6 per cent above the average for last year. The volume of exports of metal increased by 3 per cent between the same two periods and were 9 per cent greater than the average for last year. Other classes of manufactured goods decreased between the two monthly periods. There were, during the period June-August, decreases in volume of 3 per cent each in exports of chemicals, textiles and other manufactured goods; although only textiles failed to show a marked increase on the levels of 1964.

Note:

This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones etc., in the import and export statistics and the revised valuation of parcel post imports.

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	Imports					Exports								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) Terms of Trade
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954 . . .	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter .	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter .	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter .	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter .	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
1963 April . .	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May . .	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June . .	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July . .	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August . .	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September .	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October . .	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November .	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December .	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January . .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October . .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January . .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

(Tables continued on next page)

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
1964 May	116	101	103	133	133	125	125	126	141	120	116	125	132
June	122	105	113	127	144	111	114	111	120	100	105	107	125
July	116	104	105	120	133	103	90	106	120	97	97	101	122
August	117	98	111	128	134	109	120	108	137	108	109	95	128
September	116	107	100	133	131	94	101	93	113	91	82	88	106
October	127	111	113	134	148	114	125	112	132	108	101	105	135
November	116	108	107	125	127	114	132	111	127	113	109	105	123
December	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January	119	99	114	145	127	107	110	107	121	98	97	107	110
February	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
2nd quarter	*120*	*101*	*110*	*139*	*138*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*128*
1964 May	*116*	*102*	*104*	*129*	*133*	*116*	*120*	*116*	*128*	*114*	*105*	*113*	*126*
June	*124*	*109*	*112*	*130*	*145*	*110*	*118*	*109*	*120*	*102*	*105*	*102*	*127*
July	*111*	*102*	*99*	*114*	*125*	*104*	*98*	*105*	*121*	*97*	*98*	*100*	*118*
August	*126*	*111*	*111*	*129*	*150*	*116*	*123*	*115*	*143*	*110*	*119*	*105*	*129*
September	*122*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December	*120*	*100*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*141*	*151*	*113*	*115*	*113*	*126*	*104*	*108*	*109*	*126*
June	*118*	*99*	*106*	*137*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*140*	*142*	*124*	*128*	*122*	*135*	*111*	*120*	*119*	*130*
August	*126*	*118*	*110*	*132*	*144*	*116*	*114*	*116*	*126*	*100*	*109*	*115*	*126*

Industry's capital expenditure in the second quarter of 1965

REVISED ESTIMATES of industry's capital expenditure (at 1958 prices, seasonally adjusted) in the second quarter of 1965 show a fall of about 3½ per cent from the level in the first quarter of the year. Total expenditure was somewhat lower than provisionally estimated (see *Board of Trade Journal* of September 10), because of a downward revision in the estimate for manufacturing industry. For the first time since the fourth quarter of 1962 expenditure fell in both manufacturing industry and the distributive and service industries (excluding shipping) and it seems likely that the steep rise in the underlying trend of investment has slackened. Expenditure on both new building work and plant and machinery was down from the previous quarter; that on vehicles rose by nearly 10 per cent but if expenditure on ships is excluded this becomes a a fall of 5 per cent.

Manufacturing industry

Capital expenditure in manufacturing industry now shows a fall of some 8 per cent (at 1958 prices, seasonally adjusted) from the high figure for the first quarter of the year. It is not possible to say whether this sharp movement heralds a downturn or whether it is due to irregularities in the series; expenditure in the first six months of this year shows a substantial increase over the last six months of 1964.

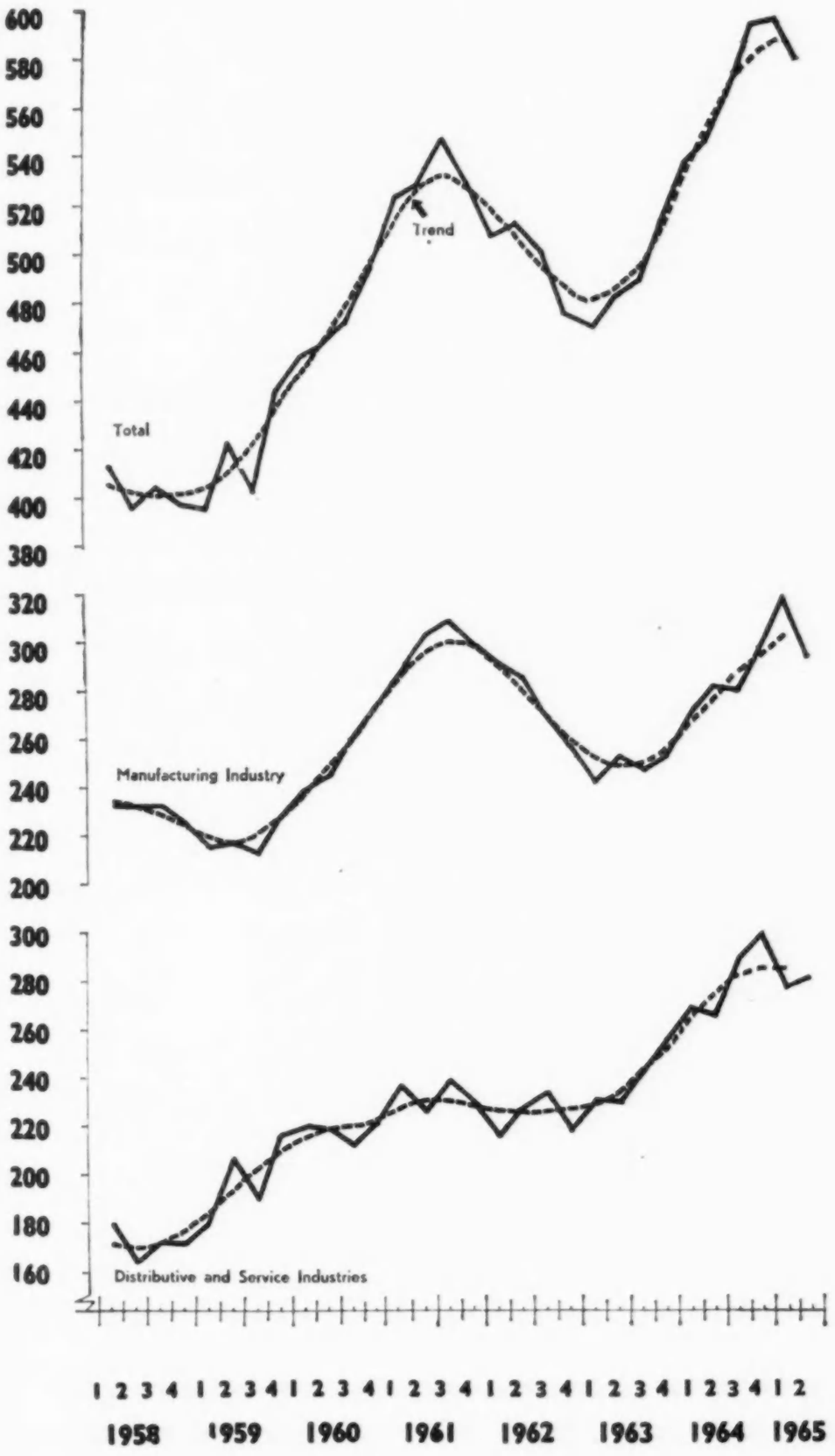
The estimates of the capital expenditure of individual industry groups (see Table 2) shows that (at 1958 prices, seasonally adjusted) the downward movement between the first and second quarters was shared by almost all the industry groups. The most pronounced falls were in the textiles, leather and clothing, and engineering, shipbuilding and metal goods groups. The fall in expenditure on vehicles, though small in absolute terms, amounts to 10 per cent; expenditure on other assets fell by about 7 per cent.

Distributive and service industries

Revised estimates of investment in the second quarter are only very slightly larger than the provisional figures, and still show an increase of about 1 per cent over the first quarter. Investment in both wholesale and retail distribution fell back to below the average levels for 1964. Expenditure in the shipping industry has risen from the exceptionally low figure in the first quarter and is now more in line with expenditure in 1964. All the increase in expenditure in distributive and service industries was on vehicles and this was chiefly on ships; expenditure on vehicles excluding ships, new building work and plant and machinery all fell slightly.

(*continued on next page*)

Industry's fixed capital expenditure at 1958 prices seasonally adjusted



PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

FIDUCIA·ET·FIDES

THE BRITISH BANK OF THE MIDDLE EAST
Incorporated by Royal Charter 1889
HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)
CAPITAL AND PUBLISHED RESERVES £5,500,000
Deposits £111,000,000
A member of The Hongkong Bank Group
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DEPUTY CHAIRMAN: Sir Geoffrey Eley, C.B.E.
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ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

Table 1—Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Services Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,125	2,243	664	512	1,067
1965						
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	155	125	256
2nd quarter	279	266	545	160	123	262
3rd quarter	278	290	568	167	133	268
4th quarter	294	300	594	182	131	281
1965 1st quarter	318	278	596	191	116	289
2nd quarter	293	282	575	181	127	267

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small ; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2 — Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GOUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1965													
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·0	4·7	54·5	25·5	67·2	27·3	36·9	24·8	33·9	317·8	91·4	24·5	201·9
2nd quarter	39·1	4·9	51·8	23·9	60·3	27·5	30·3	24·6	30·2	292·6	84·8	22·1	185·7

Table 3 — Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII, and XXIII.	XVII, Part of XIX, XX, Part of XXI, Part of XXII, and XXIII	Building Work	Vehicles	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	126	503	929	313	363	253
1962	116	187	104	492	899	328	324	247
1963	126	204	85	548	963	329	350	284
1964	145	240	124	616	1,125	352	423	350
1965								
1960 1st quarter	22	43	40	115	220	70	95	55
2nd quarter	25	43	43	108	219	67	98	54
3rd quarter	26	44	38	104	212	64	92	56
4th quarter	27	45	37	113	222	69	96	57
1961 1st quarter	28	44	39	126	237	75	99	63
2nd quarter	27	47	27	125	226	78	85	63
3rd quarter	26	52	31	129	238	79	96	63
4th quarter	24	52	29	123	228	81	83	64
1962 1st quarter	25	52	26	114	217	78	79	60
2nd quarter	27	48	33	121	229	81	86	62
3rd quarter	33	46	22	134	235	91	80	64
4th quarter	31	41	23	123	218	78	79	61
1963 1st quarter	29	52	23	127	231	80	84	67
2nd quarter	32	47	18	135	232	81	83	68
3rd quarter	31	51	22	137	241	82	86	73
4th quarter	34	54	22	149	259	86	97	76
1964 1st quarter	36	58	27	148	269	81	102	86
2nd quarter	34	62	28	142	266	82	100	84
3rd quarter	35	60	36	159	290	91	111	88
4th quarter	40	60	33	167	300	98	110	92
1965 1st quarter	37	61	15	165	278	100	91	87
2nd quarter	34	57	30	161	282	96	105	81

Table 4 — Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,172	2,416
1965			
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	272	545
2nd quarter	304	273	577
3rd quarter	311	292	603
4th quarter	356	335	691
1965 1st quarter	337	291	628
2nd quarter	333	298	631

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Economic trends for September 1965

THE SEPTEMBER issue of *Economic Trends*, published on September 30 (HM Stationery Office, price 6s.), contains an article by the Board of Trade presenting the results of work done in analysing some of the results of the four monthly Industrial Surveys of the Federation of British Industries[1] and comparing them with trends in official statistics.

The article discusses the nature and purpose of opinion testing surveys of the kind conducted by the FBI, and suggests ways of using the results of the Surveys. It illustrates, by means of charts and correlation coefficients, the extent to which the Survey results have accorded with movements in official statistics over the period from the first Survey in February, 1958, to that for February, 1965.

The subjects discussed are: production; exports; employment; net new orders in the engineering and metals industries; stocks of materials and fuel; and stocks of finished goods.

(1) Amalgamated in July 1965 with the British Employers' Confederation and the National Association of British Manufacturers to form the Confederation of British Industry.

Gold and convertible currency reserves in September

THE GOLD and convertible currency reserves rose by £61 million to stand at £984 million on September 30. Some repayment of drawings on central bank facilities took place during the month.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Retail sales in August

THE CHANGE in the date of the August bank holiday makes it difficult to interpret the estimates of the value of retail sales in August. In previous years August Bank Holiday has fallen at the beginning of the August trading period; in 1965 it fell at the beginning of the September trading period, just outside the August period. In 1964, in consequence, the August trading period included Bank Holiday Monday itself, when most shops were closed and the few days after it when sales were depressed; in contrast the August trading period in 1965 included the days before the Bank holiday when, as is understood from trade sources, business in certain kinds of shops is somewhat brisker than usual. The increase in the value of sales between August 1964 and August 1965 was 7 per cent, an increase on average, somewhat higher than in earlier months of this year and reflecting in some part the change in the position of the August Bank Holiday. It is not possible to say how much of this increase is due to this factor and how much reflects the underlying increase in the trend of sales. The figures for September are needed before any valid assessment of the underlying trend can be made.

Seasonally adjusted figures for August are not being published. While it is possible to make some allowance in the seasonally adjusted series for the effect, on the months concerned, of the changing dates of Easter and Whitsun this adjustment can be made only on the basis of past experience. The seasonal adjustment factors for August, based on past years' figures, take account of the fact that Bank Holiday fell at the beginning of the month and since the pattern of trading would appear to have changed these factors are no longer valid. No assessment can be made, on the basis of the August figures alone, of the new trading pattern. It will be necessary to await the September figures and use, to appreciate the underlying trend of business, an average combining the figures for August and September.

A detailed examination of the figures suggests that the sales of food shops were probably affected to a greater extent than the sales of other shops. Whereas it is usual for the sales of food shops to fall between July and August this year sales rose slightly between these two months so that the increase between August 1964 and August 1965 was greater than the increases shown for corresponding months earlier in the year. This feature was present in most kinds of business in the food group.

Sales by clothing and footwear shops showed an 8 per cent rise between August 1964 and August 1965, a somewhat larger increase than in recent months which may in part be due to the effect of the August Bank Holiday change. Footwear shops did not, however, share in this buoyance for their increase on a year earlier was rather smaller than, on average, in previous months.

Sales of durable goods shops showed a rise of 3 per cent on a year earlier, a somewhat smaller increase than in previous months this year.

Among the other kinds of business mail order houses again showed a large increase probably not much affected by the changed date of the August Bank Holiday.

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 4th quarter	110	108	111	110	113	111
1964 1st quarter	111	109	113	111	114	113
2nd quarter	112	111	113	108	115	115
3rd quarter	114	114	114	109	116	116
4th quarter	117	115	118	113	119	120
1965 1st quarter	119	116	121	118	122	123
2nd quarter	118	117	119	114	119	122
1964 August	115	114	114	109	117	115
September	115	115	116	110	117	119
October	117	115	119	118	119	121
November	117	115	118	109	120	121
December	116	114	118	113	119	120
1965 January	118	116	120	115	121	122
February	119	116	121	118	120	123
March	119	116	123	121	123	124
April	119	117	120	116	120	122
May	119	117	121	117	120	124
June	118	117	118	109	118	122
July	120	117	121	116	121	124
August	*	*	*	*	*	*

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 4th quarter	105	102	107
1964 1st quarter	105	103	108
2nd quarter	105	103	107
3rd quarter	106	103	107
4th quarter	107	104	110
1965 1st quarter	108	104	112
2nd quarter	106	103	109
1964 August	106	103	107
September	106	104	108
October	109	105	112
November	107	104	110
December	106	103	110
1965 January	108	103	111
February	108	104	112
March	109	104	114
April	107	104	109
May	107	103	110
June	105	103	108
July	107	103	110
August	*	*	*

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.

(b) Including department stores and mail order businesses.

(*) Not being published.

Table 2—Analysis by form of organization

August – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	116	+7	114	+5	128	+10	98	+4
FOOD SHOPS (h)	118	+7	116	+5	137	+12	98	+4
Grocers	119	+8(f)	116	+5	145	+13	96	+4(f)
Butchers	107	+4	..		..		..	
Greengrocers, fruiterers	117	+7	119	+6	106	+9	80	+4
Fishmongers, poulterers	119	+5	..		..		..	
Bread and flour confectioners	128	+7(g)	122	+6	137	+9	..	
Off-licences	115	+9	109	+7	121	+10	..	
Dairymen	127	+8	..		..		112	+4
NON-FOOD SHOPS	114	+7	..		..		..	
Clothing and footwear shops	106	+8	101	+5	115	+11	90	+7
Footwear shops	103	+3	107	+6	104	+2	85	+3
Men's and boys' wear shops	111	+9	112	+6	112	+13	90	+7
Women's, girls' and infants' wear, drapery and general clothing shops	105	+9	97	+5	120	+13	92	+8
Large (c)	—		98	+4	—		—	
Medium (c)	—		97	+5	—		—	
Small (c)	—		96	+5	—		—	
Durable goods shops	113	+3	103	+1	134	+5	107	+3
Furniture shops	110	+3	106	+2	121	+4	—	
Large (c)	—		106	+1	—		—	
Medium and small (c)	—		107	+3	—		—	
Other durable goods shops	118	+2	98	—1	139	+5	—	
Radio and electrical goods, etc., shops (e)	108	+1	98	—1	130	+5	—	
of which Rental specialists	..		..		155	+7	—	
Electricity showrooms	112	—11	—		112	—11	—	
Gas showrooms	194	+19	—		194	+19	—	
Miscellaneous non-food shops (b)	122	+7	..		..		..	
Confectioners, tobacconists, newsagents	126	+9	124	+8	136	+12	—	
Booksellers, stationers	..		119	+8	..		—	
Chemists, photographic goods dealers (d)	130	+5	134	+4	126	+6	111	+1
Jewellers	121	+4	119	+3	127	+9	—	
Leather goods, sports goods, toys and fancy goods shops	135	+7	..		..		—	
Ironmongers and hardware shops	113	+5	112	+6	120	+1	—	
Other miscellaneous non-food shops	—		103	+6	—		—	
Department Stores	96	+3	—		—		—	
Mail Order Businesses	130	+30	—		—		—	

Table 3—Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (h) (£4 154)				Non-food shops											
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1962 Year	103	+3	100	Nil	104	+4	101	+1	103	+3	100	Nil	102	+2	103	+3	103	+3	103	+ 3	108	+ 8
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	107	+4	108	+ 5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+ 5	142	+17
1965 Year to date†	114	+6	102	+2	116	+6	102	+1	112	+7	103	+3	106	+6	114	+5	113	+7	106	+ 5	144	+18
1964 3rd quarter	111	+5	103	+1	111	+6	101	+1	111	+4	105	+2	105	+2	114	+4	114	+6	108	+ 3	123	+12
4th quarter	132	+6	121	+3	120	+7	109	+1	141	+6	132	+3	140	+3	136	+5	137	+7	146	+ 5	193	+21
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4	95	+6	114	+7	105	+7	100	+ 5	140	+21
2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+ 3	154	+11
1965 April	115	+7	104	+2	118	+7	104	+1	114	+7	103	+3	111	+8	111	+3	114	+9	109	+ 6	142	+ 2
May	117	+5	105	+1	116	+5	102	+1	118	+6	107	+2	118	+1	114	+7	115	+7	109	+ 4	170	+21
June	116	+5	103	+2	116	+5	102	+1	115	+6	105	+2	115	+8	111	+2	116	+7	105	— 1	150	+ 9
July	119	+6	107	+2	117	+4	102	Nil	122	+7	111	+4	117	+6	121	+5	121	+7	131	+11	139	+26
August	116	+7	103	+3	118	+7	103	+3	114	+7	103	+3	106	+8	113	+3	122	+7	96	+ 3	130	+30

(ii) Analysis by kind of business: value only

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1962 Year	104	+4	102	+2	102	+2	103	+ 3	107	+ 7	107	+ 7	105	+ 5	101	+ 1	103	+3	102	+2
1963 Year	107	+3	103	+2	100	—2	108	+ 5	113	+ 6	114	+ 6	110	+ 5	106	+ 4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+ 7	119	+ 6	123	+ 8	118	+ 7	109	+ 3	111	+4	111	+4
1965 Year to date†	116	+6	111	+5	111	+5	118	+ 5	124	+ 6	111	+ 9	124	+ 6	105	+ 5	109	+6	106	+7
1964 3rd quarter	111	+6	105	+5	105	+5	114	+ 8	120	+ 5	107	+10	119	+12	108	+ 1	105	+1	105	+2
4th quarter	119	+6	119	+7	96	+6	123	+ 7	124	+ 6	186	+ 9	122	+ 8	133	Nil	137	+3	143	+4
1965 1st quarter	114	+6	114	+6	100	+5	116	+ 5	121	+ 5	109	+ 9	123	+ 8	87	+ 6	100	+5	95	+6
2nd quarter	117	+6	109	+5	119	+4	121	+ 6	126	+ 7	110	+10	124	+ 4	120	+ 4	114	+5	114	+6
1965 April	118	+7	112	+4	113	+7	125	+11	131	+10	114	+12	123	+ 4	117	+10	110	+7	110	+9
May	115	+4	109	+6	119	+3	115	+ 3	126	+ 8	107	+ 7	125	+ 5	125	— 3	117	+1	117	+2
June	116	+5	106	+4	123	+3	121	+ 4	121	+ 5	109	+11	125	+ 4	119	+ 7	115	+7	114	+9
July	116	+4	109	+4	118	+4	118	+ 1	127	+ 5	116	+ 5	126	+ 6	116	+ 3	120	+5	116	+7
August	119	+8	107	+4	117	+7	119	+ 5	128	+ 7	115	+ 9	127	+ 8	103	+ 3	111	+9	105	+9

(Sales in 1961 £ million)	Durable goods shops								Miscellaneous non-food shops											
			Other durable goods shops																	
	Furniture shops (£399)		Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (£66)	
1962 Year	102	+2	105	+5	103	+3	108	+ 8	114	+14	104	+ 4	104	+ 4	103	+3	100	Nil	102	+ 2	102	+2		
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+ 4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+ 5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year to date†	111	+6	118	+4	108	+1	120	+ 2	184	+24	117	+ 8	116	+10	113	+5	105	+ 8	101	+ 9	110	+4	116	+6
1964 3rd quarter	111	+5	117	+4	108	+1	133	+ 9	170	+18	115	+ 6	111	+ 8	119	+8	115	+ 9	117	+ 7	107	+2	104	+6
4th quarter	130	+7	141	+4	132	+1	150	+10	201	+18	126	+ 7	162	+ 9	136	+7	174	+12	163	+10	122	+3	123	+9
1965 1st quarter	107	+7	122	+7	112	+1	126	+15	191	+29	112	+ 7	121	+11	102	+6	97	+10	83	+ 9	105	+4	116	+7
2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+ 9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
1965 April	108	+5	115	+3	108	—1	115	+13	163	+21	118	+11	112	+11	105	+6	98	+10	102	+12	117	+5	128	+8
May	116	+9	112	+5	101	—1	122	+ 5	187	+35	114	+ 8	111	+14	115	+3	102	+ 7	102	+ 6	115	+4	126	+3
June	114	+6	111	—1	102	Nil	117	—15	173	+11	117	+ 8	108	+ 5	120	+6	107	+ 4	104	+ 8	109	+4	117	+4
July	125	+6	119	+5	112	+4	115	— 9	183	+20	123	+ 8	118	+13	126	+4	122	+ 8	119	+ 9	112	+5	110	+7
August	110	+3	118	+2	108	+1	112	—11	194	+19	126	+ 9	119	+ 8	130	+5	121	+ 4	135	+ 7	113	+5	103	+6

‡ Independent retailers only. * At average 1961 prices. † January-August.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1965 sales was the four weeks from August 1, 1965, to August 28, 1965, the corresponding period in 1964 was from August 2, 1964, to August 29, 1964. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

Extension of Coverage

The monthly statistics of retail trade have always omitted shops classified to certain kinds of business; florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops. In 1961 this group accounted for sales of about £66 million, less than 1 per cent of total retail sales and, since there was no clear reason for continuing to omit these kinds of business when the statistics were rebased on the results of the 1961 Census of Distribution, a panel of contributors

Hire purchase and other instalment credit business in August

THE ESTIMATES of instalment credit business in August suggest that, allowing as far as possible for seasonal influences, both finance house new credit and sales on instalment credit terms by durable goods shops are continuing at a rather lower level than earlier in the year. The change in the date of August Bank holiday has significantly affected turnover of some kinds of retailers as explained in the article on Retail Trade in August; this change, though not so apparent in the business of durable goods shops and finance houses, creates added uncertainty in interpreting the figures.

Total instalment debt owing to finance houses and durable goods shops rose to £1,208 million during the month. Since little change would normally be expected under seasonal influences, the rise of £3 million taken together with the July increase of £12 million, about half of which was attributable to seasonal influences, suggests an underlying monthly rate of increase in the two months of around half the seasonally adjusted monthly rise of about £10 million in the second quarter.

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1963	289	288	287	285	286	289	290	293	296	298	303	315
	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318				
Department stores	1963	28	27	26	26	26	26	27	26	27	27	28	30
	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29				
Finance houses	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861				
Total of above	1963	879	874	876	884	896	908	920	927	934	940	949	959
	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208				

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208				
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150	151	150	149	150				
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358				

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	—11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1961 1st Qtr.	55	151	206	208	— 2	+ 9
2nd Qtr.	59	179	238	217	+21	+ 3
3rd Qtr.	63	141	204	208	— 4	— 7
4th Qtr.	71	103	174	200	—26	—16
1962 1st Qtr.	56	117	173	219	—46	—35
2nd Qtr.	62	140	202	203	— 1	—16
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	— 4	+ 3
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	72	220	292	238	+54	+31

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Shops

Sales by durable goods shops on hire-purchase and other instalment credit terms in August were about 5 per cent lower than a year earlier, much the same decline as in July. This decrease was due to lower sales by the group of shops which includes the radio and electrical, etc. goods shops; sales in this group were down by about one-eighth, as in July. Instalment credit sales in furniture shops, the other main component of the total, were about 5 per cent higher than a year earlier, a similar rise to that recorded in earlier months this year.

Instalment debt outstanding to durable goods shops in total stood at £318 million at the end of August, £2 million less than a month earlier.

Finance Houses

New hire purchase and other instalment credit extended by finance houses declined under seasonal influences in August. The decrease between July and August was somewhat greater than in recent years, but changes in the seasonal influences affecting the separate months and month-to-month irregularities in the statistics could have played some part. The slightly greater decrease between July and August this year than last brought the August total of new credit extended down to a little below the year earlier figure. Thus, in place of the increases on a year earlier of 11 per cent and 8 per cent in the first and second quarters of 1965 new credit in the first two months of the third quarter has been much the same as in 1964.

Credit for new cars in August was about one-tenth lower than a year earlier and for used cars about 5 per cent down. (Maximum lengths of credit on h.p. etc. agreements were shortened at the end of July.)

Total instalment debt owing directly to finance houses rose by £5 million in August to a total of £861 million.

RETAIL SALES, *continued*

has been recruited and their experience has been incorporated in the statistics. Separate index numbers are given in the tables for this group as a whole under the title of 'Other miscellaneous non-food shops', and, in consequence of the inclusion of their experience there have been a few very minor revisions for the group total 'Miscellaneous non-food shops' and 'Total non-food shops' and 'All kinds of business'.

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops									
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)		Multiples (b) (£99)		Radio and electrical, etc., goods shops: Total (£82)		Multiples (c) (£37)		Independents (d) (£45)	
1962 Year	105	+5	99	—2	110	+ 9	107	+ 7	101	+1	104	+4	98	— 2	109	+ 9	113	+13	107	+ 6	115	+15	99	— 1
1963 Year	114	+8	101	+3	124	+13	111	+ 4	102	+2	108	+4	97	— 1	125	+15	133	+18	124	+16	144	+25	107	+ 8
1964 Year	116	+2	100	—1	126	+ 2	119	+ 7	107	+4	114	+5	100	+ 3	124	— 1	134	+ 1	110	—11	123	—15	101	— 6
1964 2nd quarter	107	Nil	90	—3	118	+ 1	109	+ 6	97	Nil	107	+4	87	— 4	116	— 1	126	— 1	105	— 8	118	—15	94	— 1
3rd quarter	112	— 5	95	—7	123	— 5	118	— 2	103	—1	109	—2	98	Nil	119	— 1	132	— 7	97	—24	106	—31	91	—16
4th quarter	138	+1	122	Nil	148	+ 1	141	+ 5	134	+7	144	+8	125	+ 6	140	— 4	151	— 3	122	—16	127	—24	118	— 7
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	—3	102	+14	113	— 5	122	— 4	93	—21	93	—33	93	— 7
2nd quarter	104	—2	90	+1	112	— 5	111	+ 2	101	+4	105	—1	96	+11	106	— 8	117	— 7	89	—15	97	—18	82	—13
1965 January	107	—2	108	+7	104	— 8	113	+ 2	103	+8	90	—8	115	+24	109	— 9	113	— 8	95	—25	90	—37	98	—13
February	104	—3	92	Nil	111	— 6	107	— 2	96	+4	98	+2	94	+ 6	110	— 9	119	— 9	90	—24	89	—37	90	— 8
March (a)	108	+4	95	+7	115	+ 1	119	+10	93	+4	88	—3	98	+12	119	+ 2	131	+ 3	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	—4	98	+13	109	— 3	118	— 1	93	—15	99	—20	88	— 9
May	108	+2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+4	95	+ 8	111	— 2	123	+ 2	94	—10	104	— 9	85	—12
June (a)	101	—8	87	Nil	109	—12	107	+ 1	101	+3	106	—4	96	+11	100	—17	112	—17	81	—19	90	—22	75	—16
July	107	—4	97	Nil	113	— 7	116	— 2	110	+4	111	—2	110	+10	102	—11	114	—10	83	—17	91	—19	77	—15
August	101	—6	87	—4	109	— 7	05	— 8	101	+4	105	+3	96	+ 4	100	—13	112	—12	78	—18	84	—19	74	—17

Kind of Business (H.P. and other instalment credit sales in 1961: £ million)	Other selected kinds of business: Department Stores* (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (f) (£673)	
1962 Year	104	..	..	..	..	..	..	..	..	..
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1964 2nd quarter	95	..	..	..	..	..	..	..	..	..
3rd quarter	103	..	..	..	..	..	..	..	..	..
4th quarter	139	..	173	..	193	..	132	..	158	..
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	142	..	90	..	116	..
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	—1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150†	..	86	..	116†	..
July	111	+1	114	..	139†	..	91	..	117†	..
August	83	—10	105	..	130	..	81	..	107	..

(a) Average of five weeks.
(b) Comprises electricity and gas showrooms, multiple radio and electrical shops (including multiple radio or television hire shops).
(c) As (b) except that electricity and gas showrooms are excluded.
(d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers.
(f) Comprises durable goods shops (including co-operative societies durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
*The inclusion of sales on budget accounts, etc., as from April 1964 (as noted in the Journal of July 10, 1964, page 77) has evidently changed the seasonal pattern of instalment credit sales of department stores, particularly at the turn of the year. In consequence the comparison of a current month's sales with those for the corresponding month a year earlier when that month is prior to May 1964 appears unreliable; for example, a very high increase for the December comparison and the counterbalancing decrease for the January comparison. Monthly percentage changes are not therefore given until May 1965.
† Revised figures.

Finance houses: new instalment credit extended

Table 4

Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1962 Year	97	— 3	86	—14	77	—23	62	—39	93	— 7	77	—23	91	— 9	89	—11	87	—13	86	—15
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1964 2nd quarter	205	+22	150	+36	110	+23	84	+ 7	135	+ 1	108	+29	165	+53	99	+ 7	130	+33	142	+27
3rd quarter	173	+27	137	+30	90	+15	83	+10	132	+10	116	+ 9	149	+45	85	—14	115	+22	126	+22
4th quarter	141	+20	110	+24	90	+10	56	+17	92	+18	107	+18	156	+48	94	—12	139	+31	112	+19
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+12	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	155	+44	116	— 2

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles

Second quarter increase in industry's stocks confirmed

REVISED estimates show that stocks held by manufacturers and distributors rose by £74 million (at 1958 prices, seasonally adjusted) during the second quarter of 1965, following an increase of £49 million in the first quarter. The increase in the second quarter was more than accounted for by the rise in manufacturers' stocks though retailers' stocks also rose slightly. Wholesalers' stocks fell by £15 million, a further fall after that of £11 million in the first quarter.

Revised estimates for the second quarter of 1965 show that manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) rose by £83 million, over 1 per cent. It seems likely that the downward trend in stockbuilding evident since the middle of 1964 may be ending.

The rise in manufacturers' stocks was made up of a moderate increase in stocks of materials and fuel (up by £21 million, or nearly 1 per cent) together with a substantial rise in stocks of finished goods (up £78 million or about 5 per cent), offset by a reduction in work in progress (down by £16 million, under 1 per cent). The major part of the increase occurred in the chemicals and engineering industries.

The stocks – production ratio (see final table and chart) rose from 96·6 in the first quarter to 98·4 in the second.

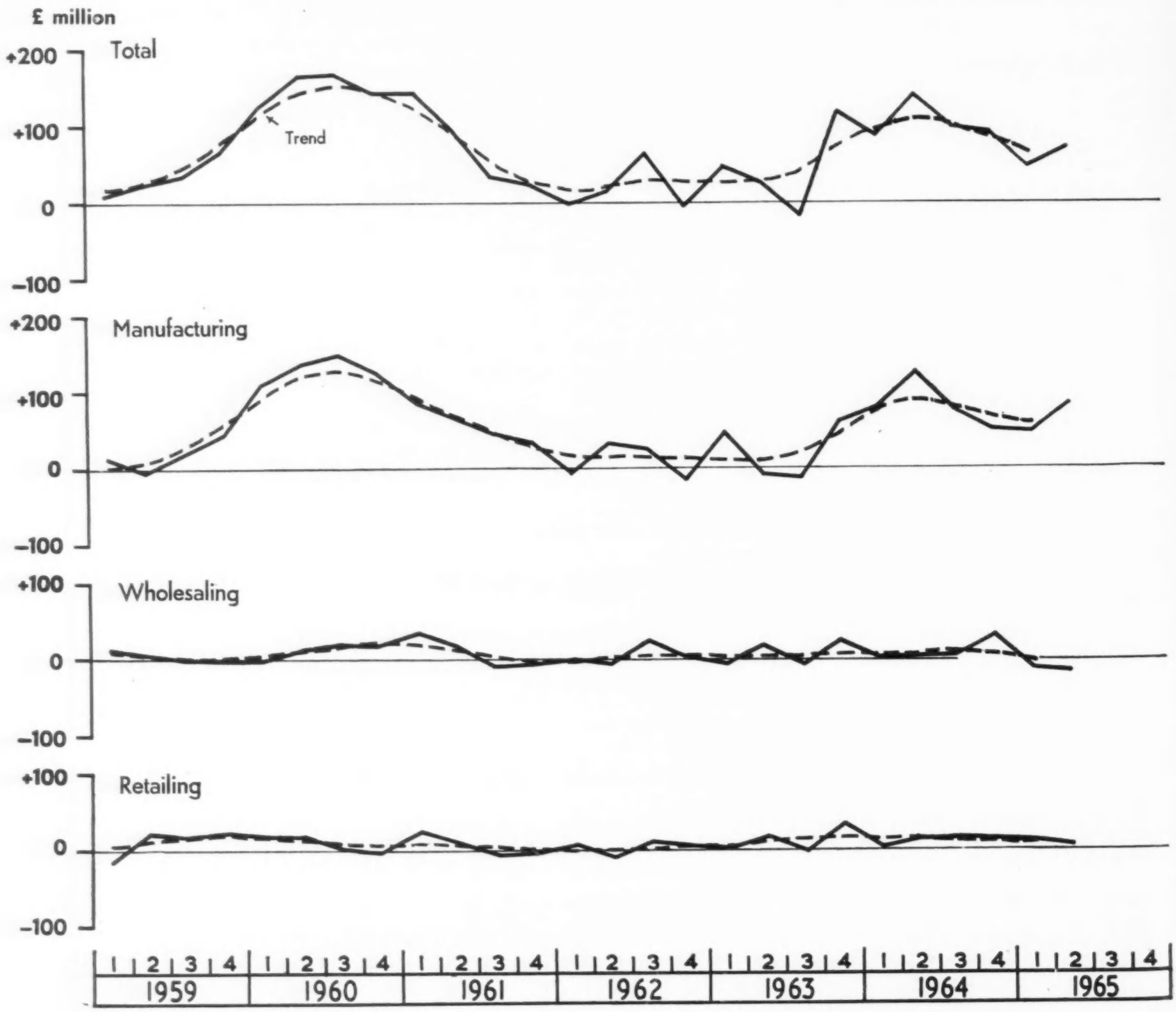
Wholesalers' stocks show a fall of £15 million (at 1958 prices, seasonally adjusted), continuing the recent downward movement. All sectors of wholesaling showed some decrease.

The volume of retailers' stocks (at 1958 prices, seasonally adjusted) increased by £6 million, rather less than the average quarterly increase in 1964.

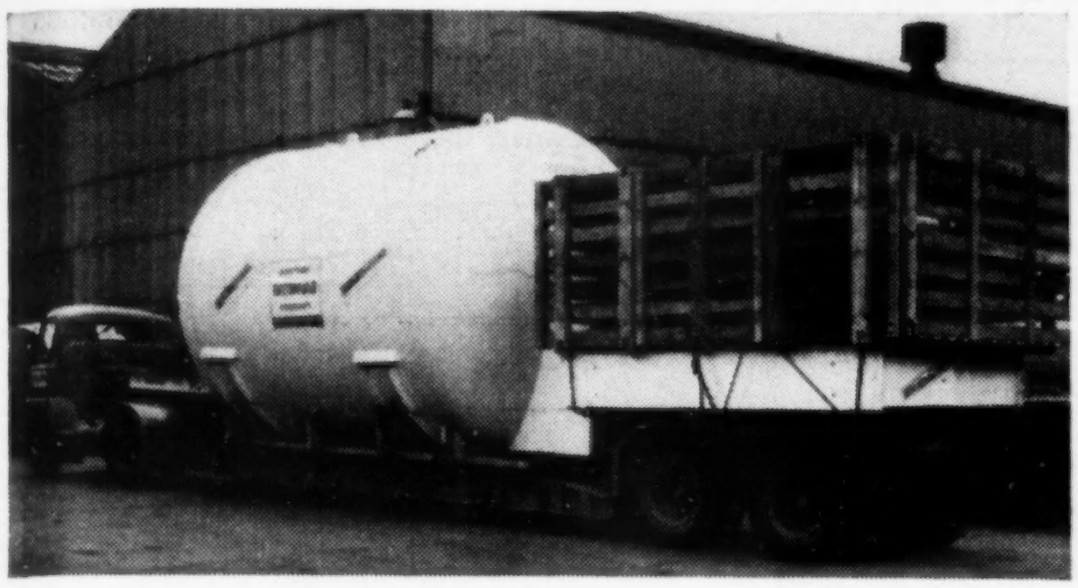
EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 675 of the September 24 issue.



BIGGEST CRYOGENIC VESSEL EXPORTED



This 28,000 litres capacity cryogenic vessel for the storage of liquid nitrogen is seen, loaded ready for despatch to West Germany, at the Shipley, Yorkshire, works of the manufacturers, W. P. Butterfield (Engineers) Ltd. It is the biggest vessel of its type that the firm has so far exported.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1959	4,952	810	951	6,713
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+44	+47	+423
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 4	+ 3	+ 48
2nd quarter	— 9	+17	+18	+ 26
3rd quarter	— 12	— 7	— 1	— 20
4th quarter	+ 61	+23	+35	+119
1964 1st quarter	+ 79	+ 2	+ 3	+ 84
2nd quarter	+126	+ 5	+12	+143
3rd quarter	+ 77	+ 6	+17	+100
4th quarter	+ 50	+31	+15	+ 96
1965 1st quarter	+ 49	—11	+11	+ 49
2nd quarter	+ 83	—15	+ 6	+ 74

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+14	+ 8	+ 49	+ 3	+ 66	— 20
2nd quarter	—11	+38	— 4	+ 49	— 5	+16	+ 83	+ 21	— 16	+ 78

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31 1959
810	General wholesale distributors . . 1960	— 1	+10	+15	+ 2	+26	548
	1961	+28	+10	— 2	—10	+26	
	1962	— 6	—11	+16	+ 5	+ 4	
	1963	— 4	+11	—13	+19	+13	
	1964	— 2	+ 4	+ 7	+32	+41	
	1965	—11	— 8				
831	Dealers in coal, builders' materials, etc. 1960	N/C	+ 1	N/C	+ 3	+ 4	77
	1961	+ 1	+ 1	— 1	— 1	N/C	
	1962	+ 1	N/C	+ 2	+ 1	+ 4	
	1963	+ 2	+ 2	— 2	+ 3	+ 5	
	1964	+ 1	— 1	+ 5	— 2	+ 3	
	1965	— 3	— 2				
832	Dealers in industrial materials and machinery 1960	+ 1	N/C	+ 4	+13	+18	185
	1961	+ 6	+ 6	— 6	+ 4	+10	
	1962	+ 5	+ 4	+ 8	— 3	+14	
	1963	— 2	+ 4	+ 8	+ 1	+11	
	1964	+ 3	+ 2	— 6	+ 1	N/C	
	1965	+ 3	— 5				
	Total wholesalers 1960	N/C	+11	+19	+18	+48	810
	1961	+35	+17	— 9	— 7	+36	
	1962	N/C	— 7	+26	+ 3	+22	
	1963	— 4	+17	— 7	+23	+29	
	1964	+ 2	+ 5	+ 6	+31	+44	
	1965	—11	—15				

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors (a)

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b) 1960	+128	+181	+128	+161	+598	5,048
1961	+112	+104	+ 47	+ 55	+318	
1962	+ 9	+ 29	+ 14	+ 33	+ 85	
1963	+ 67	N/C	+ 10	+152	+229	
1964	+120	+180	+108	+144	+552	
1965	+121	+149				
Wholesaling (c) 1960	+ 7	+ 18	+ 52	— 22	+ 55	819
1961	+ 44	+ 20	+ 15	— 36	+ 43	
1962	+ 6	+ 5	+ 40	— 19	+ 32	
1963	— 6	+ 23	+ 23	+ 8	+ 48	
1964	+ 12	+ 26	+ 45	+ 10	+ 93	
1965	+ 1	+ 8				
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	949
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 90	
1965	+ 73	— 1				
Total (e) 1960	+203	+214	+161	+119	+697	6,816
1961	+225	+160	+ 52	— 15	+422	
1962	+ 75	+ 33	+ 53	+ 1	+162	
1963	+117	+ 17	+ 20	+186	+340	
1964	+187	+219	+160	+169	+735	
1965	+195	+156				

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, 39 King Street, Manchester 2

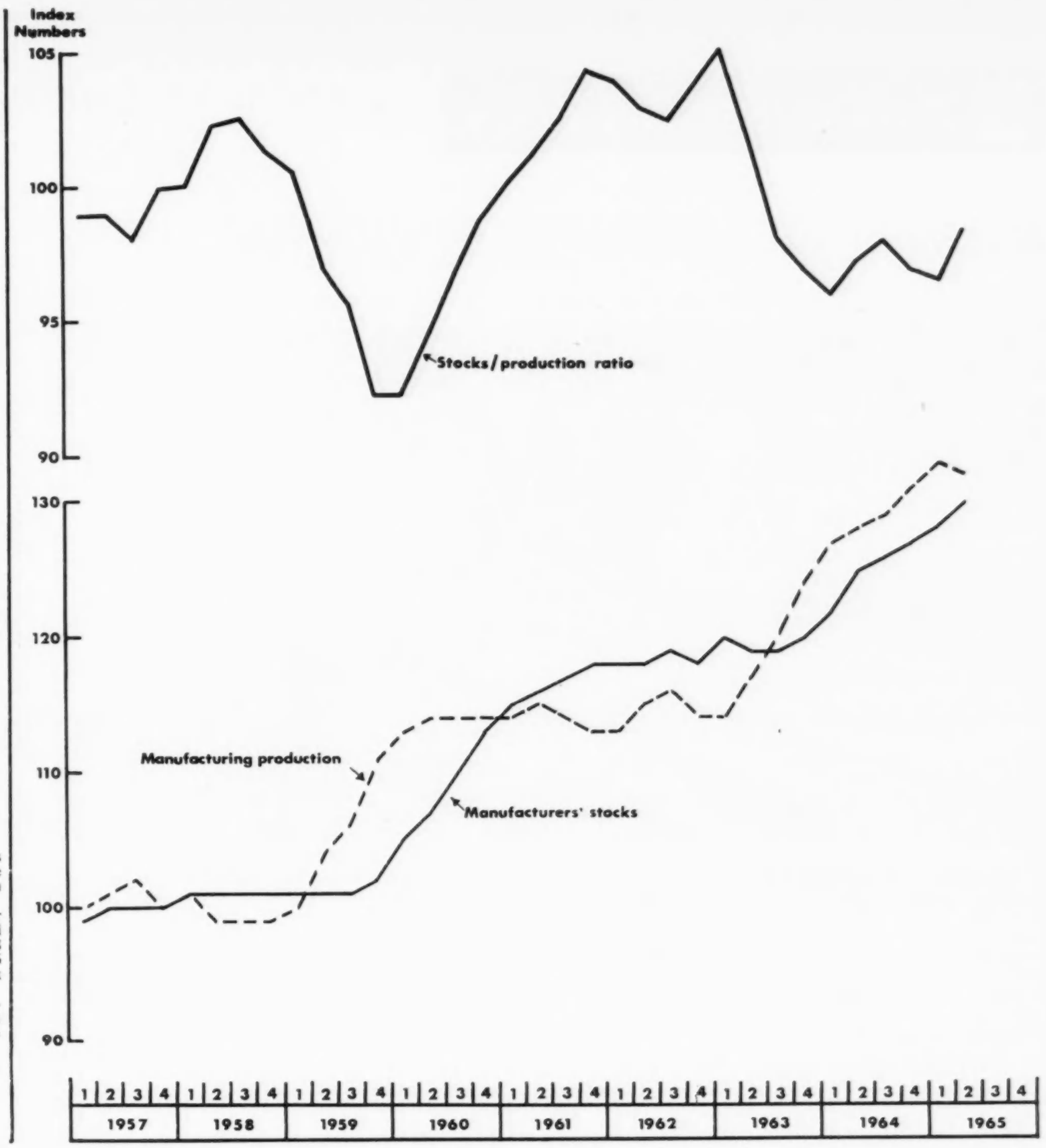
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·4
	2	116	115	101·3
	3	117	114	102·4
	4	118	113	104·4
1962	1	118	113	104·1
	2	118	115	103·0
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·7
	3	119	121	98·2
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	128	97·3
	3	126	129	98·1
	4	127	131	97·0
1965	1	128	132	96·6
	2	130	132	98·4

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1956 and 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Retailers' stocks in August

STOCKS HELD by retailers at the end of August were 8 per cent higher than at the end of August 1964, an increase much in line with recent increases as compared with a year earlier. In volume terms, retailers' stocks were 6 per cent higher at the end of August than a year earlier. Retail sales in August were respectively 7 per cent and 3 per cent higher, in value and volume, than in August 1964.

Estimates of changes in total retail stocks.

(At cost at end of month.) Index numbers (end 1960=100) and percentage changes on a year earlier (*see table*).

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133				
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8				
(b) At constant (Dec. 1960) prices.												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	121	115
1965. . .	110	112	121	121	123	120	116	120				
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+½	+6	+4	+4	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6				

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Exhibitions and Fairs

British Week in Milan opens tomorrow

A miniature 'ooo' gauge railway layout made by Lone Star Products of Hatfield which will be seen by Italian youngsters in Milan.

One of the room settings which will be seen by the Italian public in 'La Casa Inglese' during the Week.

WHEN Mr. Douglas Jay, President of the Board of Trade, opens the British Week in Milan on October 9, the fourth of the new-style Weeks in Europe organized by the Board of Trade and the Export Council for Europe, between 800 and 1,000 firms in all will have their goods on sale and display in Milan's shops and stores. The programme of supporting events, including the Royal Ballet, military tattoos, soccer, rugger and athletics matches and a variety of standing exhibitions and displays ranging from a British pub to an exhibition of isotopes and nuclear engineering, will give Milan a truly British atmosphere when the Duke of Edinburgh makes his visit in the middle of the Week.

Firms who will have special displays of their products in Milan include the following (pressure of space precludes a mention of each firm):

Allen Solly & Co. Ltd., of Nottingham, who claim to be Britain's oldest manufacturers of hosiery and knitwear and have been exporting to Italy for 70 years, will have displays in many Milan shops arranged by their agent. Allen Solly are reputed to have manufactured a knitted undershirt worn by King Victor Emmanuel I. The garment is said to be preserved in the Museum Risorgimento in Turin.

The Jaeger Company are organizing a special promotion of their men's and women's knitwear in la Rinascente, Milan's largest department store. Their promotion will be in the form of a 'shop within a shop' selling Jaeger's co-ordinated skirts and sweaters.

The sales manager of Joseph May & Sons, of Leeds, manufacturers of Maenson men's outerwear will make a personal visit, together with his agent, to all the nine Milan shops which are holding special displays of their products. May's are supporting their effort with special showcards and are putting a priority on export deliveries to meet orders for British Week.

Marks and Spencer Ltd., always keen supporters of British Weeks, are marketing both clothing and foodstuffs in Milan stores during British Week. In la Rinascente they are setting up a corsetry boutique of St. Michael lines and four chain store groups will feature their products both in Milan and in other branches throughout Italy. Over 35 outlets in Milan alone will carry displays of St. Michael goods during the British Week. Marks and Spencer are backing their promotion with half-page advertisements in two leading Milan papers and are showing two documentary films at 50 cinemas in the Milan area.

Westclox of Dumbarton preceded their British Week effort by direct mailing to 8,000 watchmakers all over Italy. With the help of their agent they are arranging displays with specially prepared promotional material in a number of Milan shops and are planning a competition among retailers for the best window display of their products in Milan.

Ideal Home's 'Casa Inglese' exhibition of British home interiors will feature ICI's new 'Vymura' waterproof PVC wall-covering. The product has been recently introduced to Italy where it is marketed in rolls of the same size as the normal Italian products.

An executive of Caledonian Exports Ltd. will visit Milan retailers in full Highland dress. Caledonian are marketing several differing products in Milan, ranging from their Highland Brigade toiletries for men to speciality products from their new food division. They have successfully sold in a range of fashion garments in Scotch wool and a special baby-bath liner which prevents the infant from sliding down the bath.

Yardleys have entered the Italian market this year for the first time and will have displays in Milan shops and stores.

British publishers are particularly active in export markets and the Milan displays will feature technical and educational books from the University Presses, Longmans, Dent, Blackwell, Churchill, Charles Griffin, E. & S. Livingstone, and others as well as general books from Heinemann, Eyre & Spottiswoode, Methuen, Collins, Gollancz and Deutsch. Paperback publishers are also well represented, including Fontana, Panther, Penguin and Pan, the latter of whom claim a 40 per cent increase in export sales over the same period last year, including they say, a phenomenal sale of James Bond paperbacks at the rate, worldwide, of one every 5½ seconds.

Magazine and periodical publishers also taking part include the National Trade Press, Benn Bros., Grampian Press and George Newnes, who between them will be displaying a wide range of technical, trade and consumer magazines throughout Milan.

Carrying minestrone soup to Milan

W. A. Baxter & Sons are marketing several products in Milan during British Week, including taking up the formidable challenge of selling tinned minestrone soup to the Italians.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 846.

President welcomes 'tools of efficient management' at Business Efficiency exhibition

'THE NATIONAL PLAN for a solvent economy and 25 per cent growth by 1970 cannot be carried through without an all-round improvement in industrial efficiency,' said Mr. Douglas Jay, President of the Board of Trade, when opening the 56th National Business Efficiency Exhibition at Olympia on October 4. The President said that efficiency meant, in the last resort, using our assets more intelligently so as to produce more from the same manpower and other resources. The need for greater efficiency did not stop at the shop floor or at the frontiers of private business. It went right through industry and must include office work and public administration.

'I am delighted that you are showing many of the advanced technological products, in which Britain must excel, both in making and using, if we are to maintain our place in the world. Many essential tools of efficient management are on show here this week, including some advanced new computers. Britain pioneered in this field, and we must get back into the lead again,' said the President.

The President went on to say that the National Five-year Plan also called for import saving. Our balance of payments had suffered in recent years from a huge increase in imports of manufactured goods, including machinery and equipment. Some of these imports helped to improve our industrial efficiency; but many of them could have been produced here. If we wanted to prune the import bill we must reduce costs and intensify our design, research and marketing activities. It was far better to save imports by sharpening our own efficiency than by restriction on trade. Competition from imports was often healthy, but any firm which was buying plant or equipment before buying it from abroad should make sure that it had examined what British manufacturers could offer.

'This brings me again to exports,' continued the President. 'Your record is good. Last year exports of goods covered by the Business Equipment Trade Association reached £53 million, of which office machinery made up £41 million, or over 40 per cent of home production. The Plan envisages an average increase of 5½ per cent a year in volume in United Kingdom exports. Some industries are not going to do as well as this; so some must do better. Yours is one of the latter, and I am therefore pleased to see that your exports in the first eight months of the year are 6 per cent up in value on those of the first eight months of last year.

You have thus made an excellent start; but the penalty of success is that you are urged to do more. I know individual effort comes naturally to your industry; but I would urge you to consider the possibility of collective action at the same time. Those firms which have valuable experience of selling overseas will, I hope, pass on something of what they have learned to others in the industry. I am pleased to see that a few of your members are on the pick-a-back list (of firms willing to help other exporters); but I would like to see even more. I know you are all keenly competing with one another; but I do not think this need preclude collective market research, inward and outward missions, or even collective selling.'

Speaking of the way in which the Board of Trade could help industry in exporting through overseas trade fairs, the President said: 'As an example of this you will all be receiving a letter from the Board of Trade, later this month, explaining how we can help you to exhibit – if you so wish – at the exhibition which the Russians are holding in Moscow in September 1966 on the theme "Equipment and Appliances for Mechanisation of Designing, Technical and Office Work". The export group of your trade association has already been in touch with the Board of Trade about this exhibition.'

Exports of business equipment for the month of August were worth £3,579,000, compared with £3,319,000 for August 1964 – an increase of 7.8 per cent. This was announced by Mr. C. A. Levett, President of the Business Equipment Trade Association during an inaugural luncheon at Olympia to mark the opening of the exhibition.

The figure for August, stated Mr. Levett, brought the total of United Kingdom business equipment sold abroad during the first eight months of this year to £35,724,000, an all-time record by the business equipment industry for a similar period, and 6.6 per cent higher than the figure (£33,510,000) for the first eight months of last year.

Of the £35.7 million some £28.2 million comprised office machinery and £7.4 million other office equipment such as safes, desks, seating, charting and planboards, filing cabinets and so on. The industry's best customers for office machinery during the eight-month period were Australia (£5.1 million), the United States (£2.9 million), West Germany (£2.4 million) and France (£2 million).

Last year the business equipment industry exported nearly £53 million of its products.

BRITISH WEEK IN MILAN OPENS, *continued*

They are also introducing for the first time to Europe their most exclusive line, canned whole roast pheasant in Burgundy wine and jelly with truffled liver pate. Baxter demonstrators in Scottish costume will be in attendance at two leading Milan food retailers.

Bender and Cassell are supporting their displays of Becas soups with counter pamphlets in Italian, and Dow's whisky, another newcomer to Italy, are conducting a test market in Milan during the Week. Chisholm & Co. of Glasgow are marketing their four whisky brands in Milan and are offering three cups to the shops mounting the best displays of their products.

George Ballantine & Son of Dumbarton are arranging over 20 window displays in stores throughout Milan and their whisky will be served in all leading bars and hotels. At Donini's Bar in Santa Babila, the manager will be wearing Highland dress throughout the Week as part of Ballantine's promotion.

Several British footwear manufacturers are entering the Italian market for the first time, many as a consequence of the Italian footwear mission to this country organized by the Export Council for Europe and the Footwear Manufacturers' Federation earlier this year. The Greengate and Irwell Rubber Co. of Manchester are test marketing their all-rubber slim-leg ladies' boot, manufactured on authentic riding boot lasts.

Sweets smell of success

Smith Kendon, the London confectionery manufacturers, have had outstanding successes as a result of their participation in British Weeks. They entered the German market for the first time at the Dusseldorf British Week in May 1964 and sales in the first year were in excess of £25,000. In Amsterdam – Smith Kendon have been exporting to the Netherlands for 30 years – they increased their turnover fourfold as a result of the British Week there in May this year.

Mr. H. L. Williams, Smith Kendon's sales manager, considers British Weeks ideal for entering new export markets but emphasizes that it is still up to the manufacturer to go over, find agents and sell his goods himself – the British Week will not do this for him but will make this task infinitely easier.

Design exhibition

An exhibition of first-class modern British design selected from London's Design Centre will be shown during the week. This will be the fourth design exhibition to be arranged during the current series of British Weeks in Europe by the Council of Industrial Design on behalf of the Board of Trade and in collaboration with the Central Office of Information. The success of previous CoID exhibitions, during British Weeks in Dusseldorf and Copenhagen in 1964 and in Amsterdam in May this year, has proved the importance of showing modern design alongside the better-known traditional aspects of British life.

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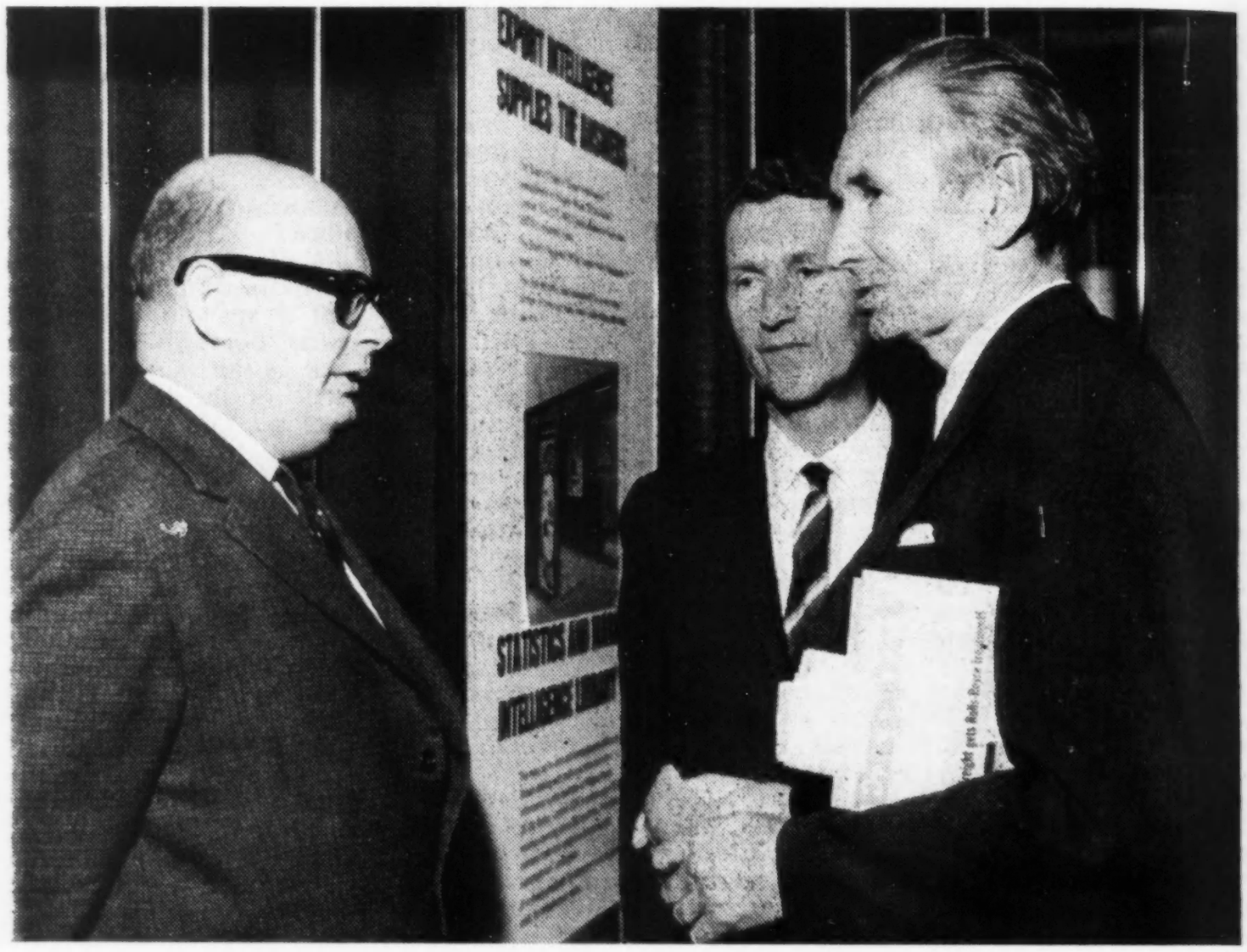
12,000 visitors see first Export Services exhibition

WHEN THE Export Services Exhibition at Olympia closed its doors on October 1 the organizers, Maclaren (Exhibitions) Ltd., estimated that during its five-day run it had attracted nearly 12,000 visitors. The Board of Trade stand was extremely well attended throughout the exhibition and inquiries generally were of a serious nature. Distinguished visitors included Mr. Douglas Jay, President of the Board of Trade; Lord Rhodes, Parliamentary Secretary, Board of Trade; and Lord Thomson of Fleet. People at every level in industry were given full information about the services available to them from Export Services Branch through the Board of Trade's 'Call Export Intelligence' service.

The Conference, run over four days by the Institute of Export in conjunction with the exhibition, attracted steady attendances on subjects covering trade with Europe, the 'controlled economy' countries, North America, Australia, New Zealand; on export packaging and transportation and on finance. In the closing conference on Government services the President of the Board of Trade refernning to the Export Services Branch of the Board of Trade, said that the branch was the principal point in the Board where information from overseas markets was fed to industry, and from where firms could obtain much information about market prospects abroad for their products, details of local production and imports, local taste and peculiarities, trading methods and local regulations, other foreign competition etc. 'The ESB is working flat out to service a high rate of inquiries being received from exporters this year. I believe this is a result of the greater awareness of industry of the need to increase exports. In the first six months of the year the level of inquiries handled increased sharply, by over 10 per cent, and this higher rate of activity is being maintained.'

After dealing with the Board's Regional Offices – Birmingham, Bristol, Cardiff, Leeds, Manchester, Newcastle, Glasgow, the Eastern and SE Region in London and the Ministry of Commerce, N Ireland – where he said a staff of whole-time export officers provided a point of contact for the manufacturer in the provinces, and a local link between firms and the Board headquarters in London, he said that the source of much of the Board's information was the commercial officers in some 200 posts in the principal cities of the world. These officers, he said, were the ears and eyes of the Board of Trade. They served in all territories where there were prospects of trade of any size for Britain, and they fed back to industry a vast amount of information designed to give positive and practical help to British firms in fostering their business overseas. 'Many British businessmen visiting abroad find a visit to the overseas officer extremely worthwhile, and make a regular practice of it. These officers can give the latest news of particular projects, of the status of individual firms, of the general economy of the territory. They can help in obtaining appointments with Government officials and influential local businessmen. We want our own firms to make more use of these experts on the spot.'



Mr. Douglas Jay, President of the Board of Trade (right) discusses export problems with Mr. M. G. Roos, the Swedish export documentation expert and technical adviser to the Economic Commission for Europe Working Party on Documentation (left) on the Board of Trade stand. Centre is Mr. John Norman, Board of Trade secretary of the Joint Liaison Committee on Documents. Mr. Roos congratulated the Board of Trade on the progress made in Britain on the simplification of export documents.

The Export Credits Guarantee Department stand which formed part of the Board of Trade display at the exhibition.

On the Export Credits Guarantee Department, he said that the credit insurance facilities provided were well known. The services had been repeatedly improved and extended this year. The percentage of loss covered in respect of private buyer risks had been raised from 85 per cent to 90 per cent. Premiums for cover for exports of British goods had been reduced by 10 per cent.

Continuing, the President said 'Bank Guarantees have been made much more widely available. The minimum value of contracts eligible for them has been progressively cut from £100,000 to £25,000. The minimum length of credit for which they are available has also been cut, from three years to two. They now cover 100 per cent of the credit, instead of 90 per cent. The premium for them has been halved. The arrangements under which banks provide finance under Bank and Financial Guarantees at 5½ per cent have been extended to cover the whole period of eligible contracts even when the credit terms exceed five years.

'This is not the end. We are now working out the details of a scheme to reduce the cost of shorter term credit. The banks have agreed in principle to make finance available at Bank Rate for credits of at least 30 days and less than two years provided that they are guaranteed unconditionally by ECGD.'

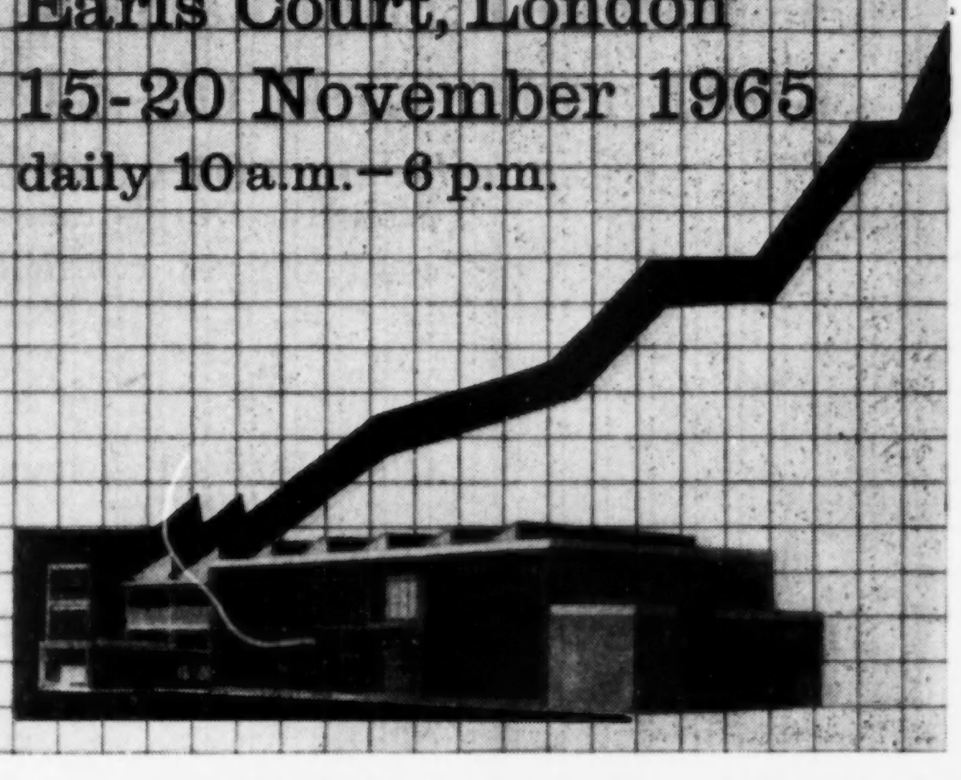
The President then spoke on trade fairs and British Weeks, and said that in the first nine months of 1965 the Board of Trade organized or supported 91 export promotion ventures overseas. Expenditure by the Government in this field had been expanding rapidly and in the current financial year might exceed £1¼ million, double the figure spent in the previous financial year. This included participation at 101 overseas trade fairs against 64 in 1964-65.

Finally the President referred to the Board of Trade's 'Call Export Intelligence' advertising campaign which he said was 'proving very successful. To date more than 4,500 inquiries have been received and we shall shortly pass the 5,000 mark. The quality of these inquiries has been encouraging. The greater use of

Continued on page 845

INDUSTRY '65

The International
Industrial Equipment
and Services Exhibition
Earls Court, London
15-20 November 1965
daily 10 a.m.–6 p.m.



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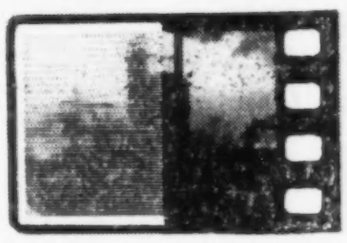
Earls Court, London 15-20 November 1965

Industrial Photographic and Television Exhibition
Earls Court London
15-20 November 1965



Sponsored by: The London Chamber of Commerce, *The Financial Times* and *Industrial Equipment News.*

INDUSTRY '65 — the International Industrial Equipment and Services Exhibition will be held concurrently with the Industrial Photographic and Television Exhibition at Earls Court. Separate tickets will be supplied but tickets for one exhibition will automatically admit visitors, free of charge, to the other exhibition.

For further information please write to the organisers:

Industrial and Trade Fairs Ltd., Commonwealth House,
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Telephone: CHAncery 9011.

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LONDON, E.C.4.

750,000 see British exhibition in Tokyo

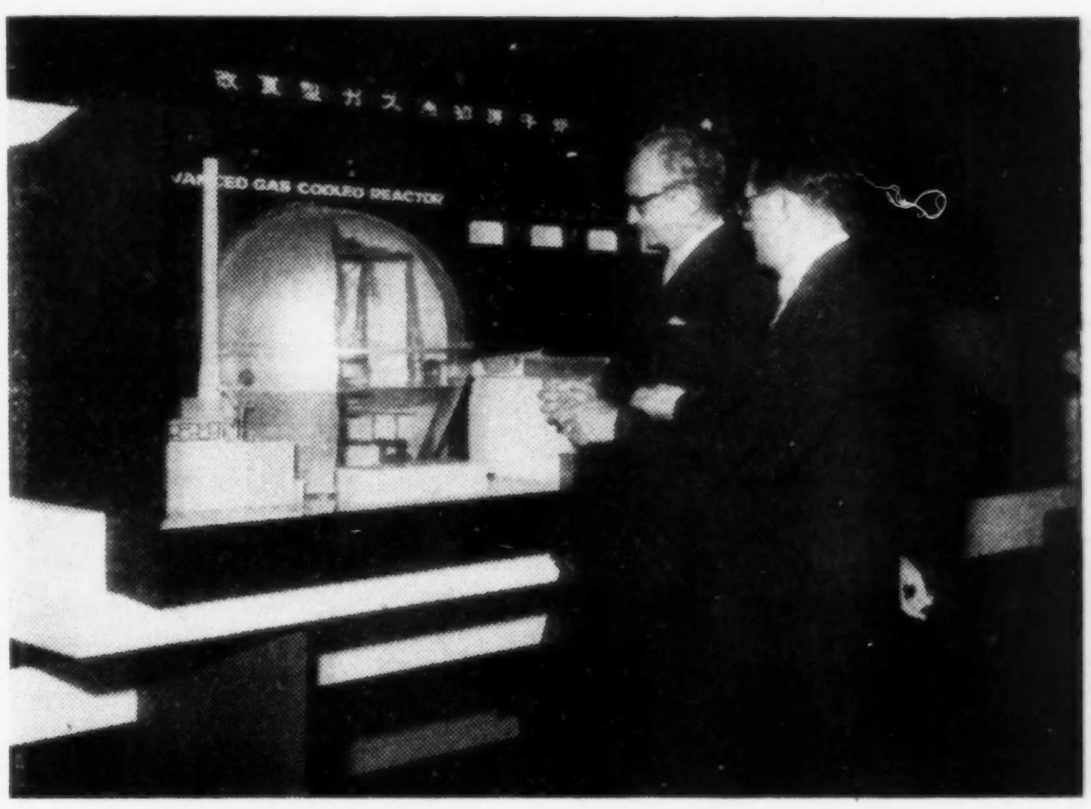
IN THE 17 days of the British Exhibition in Tokyo which closed on October 3, it was reported that more than 750,000 people – a total which exceeded all the organizers' expectations – had attended the displays in the three halls of the Harumi International exhibition grounds. Commenting on the attendance Mr. W. P. N. Edwards, managing director of British Overseas Fairs, who organized the exhibition, said: 'The final attendance figures have exceeded my wildest dreams'.

Mr. Michael J. Montague, chairman and managing director of the Valor Company, and a member of the British National Export Council's Committee for Export to Commonwealth Countries in Asia, which includes Japan, said on his return from Tokyo: 'The success of the exhibition demonstrates what Britain can do if British manufacturers are prepared to make a real effort to compete overseas. The market is there in Japan. The Japanese want more British goods. A spearhead has been made. It is up to businessmen now in this country to pursue the many opportunities in Japan with vigour.'

It was also reported that over 30,000 buyers visited the stands.

HRH Princess Alexandra and the Hon. Angus Ogilvy (with back to camera, left) at the stand of Lesney Products Ltd., manufacturers of the 'Matchbox' series of models. The Princess and her husband spent ten days in Tokyo during the exhibition.

Some of the products of the 200 British firms who displayed their goods in the stores and shops in Tokyo are seen in the main front window of the Komatsu store.



The exhibit organized by the United Kingdom Atomic Energy Authority in co-operation with the British Nuclear Forum. Here Mr. Douglas Jay, President of the Board of Trade, discusses a model of the Windscale Advanced Gas-Cooled Reactor on the stand with Mr. E. H. Underwood, director of Public Relations.

EXPORT SERVICES EXHIBITION, *continued*

Government Services for Exporters already achieved through the campaign will undoubtedly result in new export business. One of the most interesting aspects of the response is the fact that about three inquiries in every four have come from firms with offices in the London, South-Eastern and Eastern areas. This has been a surprise to us, and suggests that the reminder provided by advertising is particularly needed in these areas. I commend everyone to study the list of services available, which are given in every advertisement, to see whether Export Intelligence can help them to make a breakthrough in overseas markets.'

The Board's stand at the Exhibition, he said had shown that a wide range of publications were available to help exporters. The 'Hints to Businessmen' series of booklets now covered over 100 countries. These were regularly revised and improved by our commercial officers on the spot. They were continuing to prove valuable aids to businessmen setting off on a selling trip abroad. The weekly *Board of Trade Journal* and the daily *Export Services Bulletin* were the only publications for which a charge was made. 'I hope that more exporters will subscribe to them, read them, and accept that the news and information they contain about markets abroad make them good value for money. We shall shortly (in about a month) be publishing a booklet entitled "Simpler Export Documents" which details this achievement of the Joint Liaison Committee on Documents. I hope that all concerned with the completion of export documents will read this explanatory booklet – and also that as many as possible will make use of the system and thus benefit by the economies that it offers.'

'Joint venture' stand praised at Brussels exhibition

'WE COULD not have come here if it had not been for this scheme.' The speaker was one of the eight British exhibitors on the 'joint-venture' stand at the Brussels Heating and Ventilating Exhibition. 'We are a smallish firm and the expense of participating on our own would have been more than we could have risked. Not only would there have been the greatly increased cost of the actual participation, but also all the bother of booking space and filling in forms and heaven knows what else. I dread to think how we should have managed that on our own. And look what we should have missed!'

Like most of the other exhibitors on the stand, he had found that the exhibition provided an excellent introduction to the Belgian market. He could judge the local competition and local taste. He found that the joint stand attracted special publicity and, because of its size, made more of an impact than any individual stand could have done. He had had an encouraging number of inquiries for his equipment; he had not expected to do any selling at the exhibition, but a number of the other exhibitors reported taking firm orders. Only one firm had no agent in Belgium at the beginning of the exhibition, and they quickly found local firms showing an interest. By mid-way through the show they had all but concluded agency agreements with two of the leading Belgian firms in the heating field.

The exhibition, which was held from September 18-26, was the third in a series of annual shows. Begun in a very tentative way in 1963, the exhibition has grown, until this year about 150 exhibitors filled three entire halls. Belgium in recent years has seen a great surge of new building and with it has come a demand for the most up-to-date and efficient methods of heating. The discovery of huge supplies of natural gas in Holland and the prospect that it will soon be available in Belgium gave a special interest to this year's exhibition. Numerous firms were showing, for the first time in Belgium, equipment that was specially adapted for use with natural gas.

The British stand was jointly organized by the Board of Trade and The Building Exhibition Ltd., acting on behalf of the National Council of Building Material Producers. The stand was designed by the Central Office of Information, and exhibitors, who were all exhibiting for the first time on a joint venture stand, received stand space and the shell stand free of charge. Publicity for the stand was handled by the Information Section of the British Embassy in Brussels, who among other things arranged for the stand to be visited by representatives of the technical press in Belgium.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*Oct.* 1	*Jan.* 7
Europe	*Sept.* 3	*Dec.* 3
United Kingdom . .	*Aug.* 6	*Nov.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 *(Tel. Abbey* 7877, *Ext.* 3557, *Germany;* 2782 *and* 2783, *France, Benelux, Italy, Austria, Scandinavia, Switzerland;* 3558, *United Kingdom, East Europe, Western Hemisphere;* 2788, *Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*
** indicates event which is held annually at approximately the time stated.*
† indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists.
The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 3.

EUROPE

Amendments

The Board of Trade have been informed that the 21st German Footwear Sample Display (GDS) will be held in Dusseldorf from March 17 to 20, 1966, and not as shown in the *Board of Trade Journal* dated September 3, 1965.

The Board of Trade have been informed that the 22nd German Footwear Sample Display (GDS) will be held in Dusseldorf from September 15 to 18, 1966, and not as shown in the *Board of Trade Journal* dated September 3, 1965.

EUROPE

Additions

BRUSSELS: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE EXHIBITION – January 12-23, 1966.
* Apply, Salon de L'Automobile de la Moto et du Cycle 22, rue du Luxembourg, Brussels, 4.

FLORENCE: INTERNATIONAL HANDICRAFT FAIR – April 23-May 8, 1966.
* Apply, Mostra-Mercato Nazionale Dell Artigianato, Piazza Della Liberta, Florence.

LIEGE: INTERNATIONAL SPRING FAIR – May 21-June 5, 1966.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491.)

LIEGE: INTERNATIONAL AUTUMN FAIR – September 10-25, 1966.
* Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491.)

DESIGN EXHIBITION AT VIENNA

Two of the large number of British products which were exhibited at the recent International Council of Societies of Industrial Design Congress Exhibition in the Palais Liechtenstein, Vienna. On the left is a coin-operated telephone made by Associated Automation Ltd. On the right are British lecture room seats made by Ernest Race Ltd.

Success of first 'joint venture' at Frankfurt motor show

A report from HM Consul General, Frankfurt.

OVER 750,000 visitors, including traders from all over the world, thronged the Frankfurt Fair Grounds during the ten days of the 42nd International Motor Show held from September 16-26. There were 936 exhibitors from 15 countries showing motor cars, buses, commercial vehicles and motor equipment and accessories of every description. It was one of the most varied and comprehensive shows, and with 77 British firms exhibiting, either directly or through their German agents, the United Kingdom provided the strongest foreign contingent. With scarcely an exception motor car manufacturers from every country adopted the triple lure of more power, and luxury features combined with greater model variety.

Ten manufacturers showed 30 basic models that came in 155 different versions, all with higher horse-power than before. The leading British car manufacturers were present in force, and, although no sensational innovations were introduced, great interest was shown by the trade and by the German public, who in 1964 put nearly one and a half million new cars on to the roads of the Federal Republic. Rolls-Royce, with the most expensive car at the show, attracted particular interest, while in the equipment section an outstanding effort was that made by Joseph Lucas Ltd., who rented a complete pavilion and mounted a varied and fascinating exhibition of their electrical products. Upwards of 100,000 people visited this pavilion.

Before the opening of the show Mr. J. D. Richards, a vice-president of the Society of Motor Manufacturers and Traders, and chairman of the Solex Group, was host at a large Press reception when he underlined the fact that British firms were steadily widening their distributing and service networks throughout Europe and were confident that their latest models would find an increasingly good market in the Federal Republic. Mr. S. L. Edwards, newly appointed Minister (Economic) at the British Embassy in Bonn, was present at this reception and toured the stands of many British exhibitors the following morning.

Eighteen British manufacturers of accessories and ancillary equipment exhibiting for the first time at a foreign motor show combined together in a 'joint venture' group sponsored by the Board of Trade in conjunction with the S-MMT. Many of these firms were favourably impressed by the international character of the Fair, as trade buyers from all over Europe, North America and the Far East visited their stands. The whole display had been attractively designed as a unit by a team from the Central Office of Information.

Firms selling general accessories such as exhaust deflectors, windscreen defrosters, switches, parking lights and conversions for higher performance, were enthusiastic about their results. They had made sales to Switzerland, Italy, Holland, Austria and Belgium as well as doing substantial business within Germany. Two of these firms are planning to follow-up their initial success with a European export tour calling on the contacts they made at the Fair.

Firms showing equipment such as clutch housings, castings and diesel testers were also convinced that their participation had been well worthwhile in terms of contacts made and experience gained. Moreover, out of the five firms in the 'joint venture' group who were specifically looking for German agents, all but one were on the point of concluding agreements with active and interested German companies before the show closed.

Almost every British exhibitor, as well as a number of British manufacturers just visiting the Fair, expressed the firm intention of participating at the next Frankfurt motor show due to be held in the autumn of 1967.

British Trade Centre in New York

THE NEW British Trade Centre in New York will open during June 1966. Making this announcement, British Overseas Fairs Ltd. said that firms in the United Kingdom are now being invited to apply for exhibition space. The basic objective of the New York Trade Centre is to increase the volume of British exports to the United States. It provides space for permanent displays of British goods and also a separate area in which small specialised exhibitions can be held.

The displays will include consumer goods and consumer durables which are already on sale in the United States, and which are therefore, of interest to the general public. Capital and producer goods such as engineering products, factory equipment, building products, electronic equipment and all types of technical equipment will also be displayed. These will be of interest to trade buyers in the United States.

The Trade Centre will be situated in the Rockefeller Centre off 5th Avenue.

Mr. A. H. Ballantyne (third left), HM Consul-General, Frankfurt, discusses a point on one of the 'joint venture' stands at the show.

Strong British display at Paris leather show

A RECORD number of exhibitors displayed their products at the 23rd International Leather Week at the Porte de Versailles, Paris, from September 10-15. The exhibition incorporated all sections of the leather industry – hides, skins, tanners, dies, polishes, chemicals, tanning machines, shoe machines and the complete range of manufactured leather goods from gloves and shoes to garments. This year the number of exhibitors reached a record of 1,176. More than 51 per cent of these came from 34 countries other than France. Brazil, Colombia, Denmark, Iran, Israel, Portugal, Rumania, Rhodesia and Syria were present for the first occasion.

Britain was more strongly represented than ever, and, with 108 exhibitors, led the foreign participation. She was closely followed by Germany who had 107. The United States took third place with 96 firms and Italy came fourth with 86. Japan had 21. Many of the British exhibitors took part in three 'joint venture' schemes organized by their federations in group stands especially designed and constructed by the Central Office of Information and backed financially by the Board of Trade.

The largest 'joint venture' was organized by the British Leather Federation which manned a stand grouping 20 of their members. Another 30 of their members took part privately. Some of the latter had participated in previous joint ventures and, having made their name known to the important trade buyers who visit the exhibition, they now confidently and profitably stand on their own feet.

The second 'joint venture' was organized by the British Leather Importers Factor and Merchants Association who were participating at this exhibition on yet another occasion, with eight of their members. The third was organized by the British Clothing Manufacturers Federation. Centrally situated in their group stand was a mannequin walk where exquisite garments attracted many admirers. Each of the Federations had information stands which were invaluable in answering the questions of potential customers.

It is understandable if the six members of the British Clothing Manufacturers were a little anxious about their first 'joint venture' in Paris. Everyone is apprehensive about trying something new. They were, however, generally pleased with their initiative. They realized, as do the other two federations, that Paris is not a shop-window only to France. It is a show place for the world. In an area of 42,000 square metres 450,000 visitors connected with the trade gathered from all parts of the earth. Orders for British goods were taken from many countries, especially those of the EFTA and of the Common Market. The automatic telephone link between Paris and the United Kingdom made it possible for immediate consultations with the factories concerning the size of orders and delivery dates, and some potential buyers visiting the exhibition took advantage of Paris's nearness to the United Kingdom to visit the United Kingdom factories.

Sir Patrick Reilly, the British Ambassador in Paris, made an intensive tour of the exhibition and took a lively interest in the British participation. His visit was greatly appreciated by all the British manufacturers present.

Sir Patrick Reilly, HM Ambassador in Paris, seen (left) at one of the stands during his tour of the exhibition.

Lord Snow to open first Design Centre engineering exhibition

THE FIRST engineering exhibition to be held at The Design Centre will be opened by Lord Snow, Parliamentary Secretary, Ministry of Technology, on October 19. Called 'Design in Engineering' and organized jointly by the Ministry of Technology and the Council for Industrial Design, the exhibition will examine the function of design and research in the engineering industries.

The first nine sections of the exhibition will deal with: new concepts, cost, reliability, maintenance, ease of use, safety, size, appearance and rationalization; a tenth section will stress the importance of considering all design requirements in the development of the total concept of a product.

A relevant example of research work carried out at Ministry of Technology Research Stations, at co-operative industrial Research Associations assisted by the Ministry, or by manufacturers themselves, will be featured with each section of the exhibition. The exhibition will be open to the public from October 20 to November 20.

Mr. A. Kosygin, the Russian Prime Minister, and Mr. L. A. Kostandov, Minister of the USSR, Chairman State Committee for the Chemical Industry, visiting the ICI stand at the Moscow Exhibition of Chemistry in Industry, Construction and Agriculture. To the left is Mr. E. Redhead, Minister of State, Board of Trade (Overseas). ICI is the largest British exhibitor in the exhibition.

BOUND FOR ANUGA FOOD FAIR

A pipe-major left Renfrew Airport on September 24, bound for Cologne and the World's biggest Food Fair, the Anuga. He was Mr. Donald MacArthur, employed by James Robertson & Sons, the jam and marmalade manufacturers, to pipe in the official party at the opening of Anuga, and will appear on the company's stand at the food fair. Most of Robertson's exports are sent abroad from the Paisley factory, and last year their exports went up by 16·3 per cent as part of the export drive.

SPOTLIGHT ON OVERSEAS TRADE Nº 8

Export Rebates are of great importance to all exporters. A comprehensive guide, which includes details of eligible transactions, the method of determining value, and how to claim rebate, is given in the Midland Bank's pamphlet entitled

GUIDE TO THE EXPORT REBATES

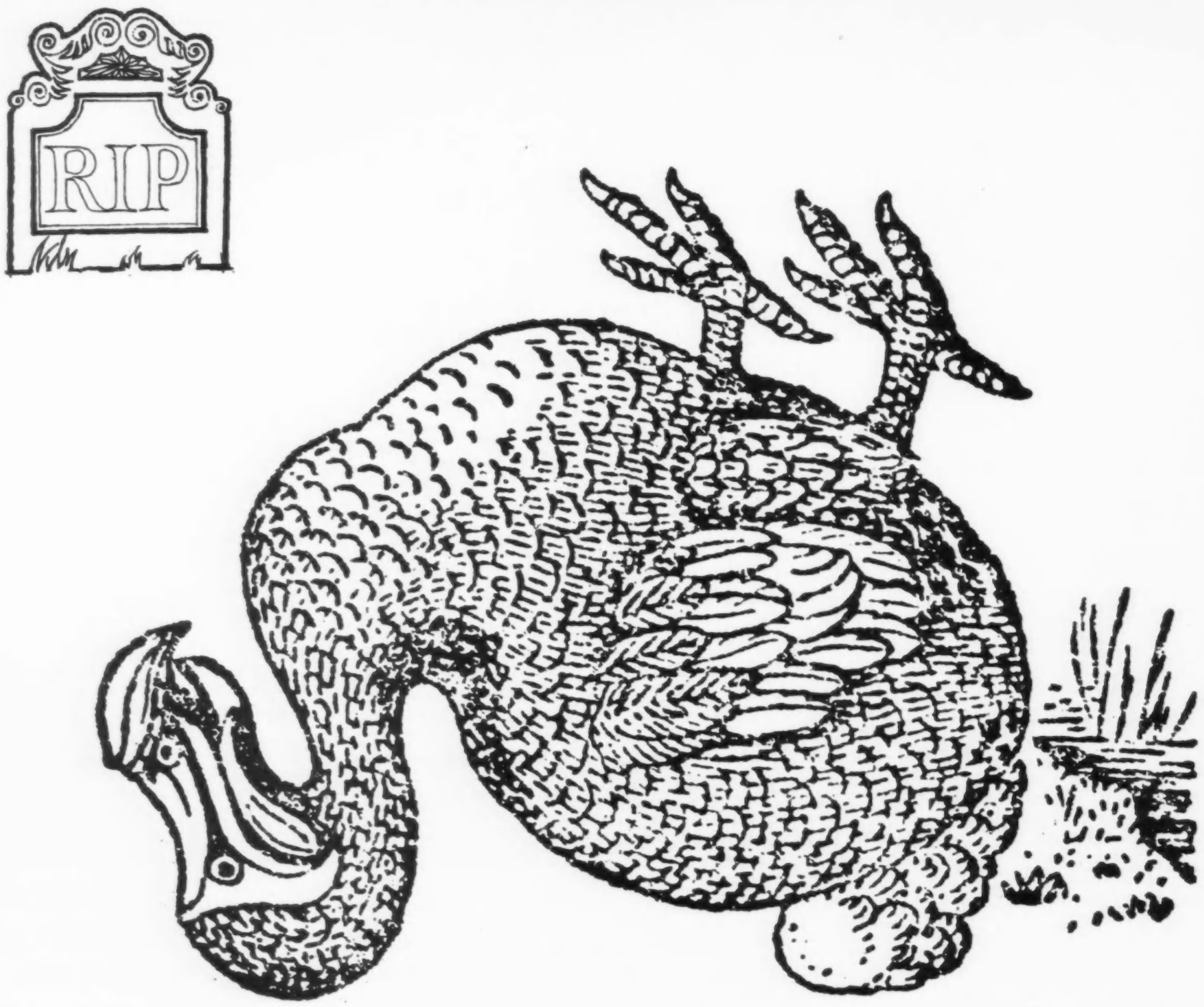
This is the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest on overseas trade.

Copies may be obtained from any of the Bank's 2,550 branches or from

The Panel for Overseas Trade Development
Midland Bank Limited
Overseas Branch

60 Gracechurch Street, London E.C.3
Telephone: MONARCH 9944

Midland Bank



but is the Dodo really dead?

It all depends! If it happens to be:
DIDUS INEPTUS, a large bird with rudimentary wings, formerly found in Mauritius in great numbers—the answer is 'Yes'. And, in our view, no great loss either. It was slow, cumbersome, and probably uneconomical to breed. But if you mean;

DRIVE ON DRIVE OFF

or, in short, DODO the operation which has made TFS famous—well that's a very different matter. Drive-On, Drive-Off is not only very much alive but is growing sprightlier with every passing month. And there's certainly nothing slow about our DODO. In fact, it is certainly the slickest, most efficient and, in the long run, cheapest way of exporting goods to Europe and Ireland. As for economy. Well, look at it this way. Shipping by DODO means that goods are. untouched by hand from factory floor to customer's door. Less packaging costs . . . no loss through damage or theft . . . quicker deliveries. And that, in turn, means increased business and greater profits. Yes! Undoubtedly DODO is very much alive. 'Phone TFS now and check.

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Sailings Felixstowe/Rotterdam . . . . 3 sailings per week
Tilbury/Antwerp/Rotterdam . . . . Daily Sailings
Preston/Larne/Belfast. . . . . Daily Sailings

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Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—4

Freight transport services from the United Kingdom to Belgium

BY JOHN DOORBAR, SENIOR COMMERCIAL OFFICER, BRITISH EMBASSY, BRUSSELS.

This article is the last of three to be published by the* Board of Trade Journal *on particular aspects of exporting to Belgium. (The first article was published in the* Board of Trade Journal *of September 17 and the second last week.) Although they form part of a series of similar articles on several West European countries, the three Belgian articles are also by way of prelude to a special export targeting exercise which will be carried out later this year. The purpose of this exercise, which is being planned by the Board of Trade in conjunction with the Embassy in Brussels, the Export Council of Europe and trade associations, is to select certain product groups which offer particularly favourable opportunities for the expansion of British exports to Belgium.

The exercise will be launched by a supplement to the* Export Services Bulletin. *This will contain detailed market reports on the product groups concerned. Thereafter it is intended that over the next few months there shall be a special concentration on these products, using both the resources of industry and the export services and assistance provided by the Government, with a view to achieving a profitable increase in Britain's share of the market.

A horse-drawn dray laden with beer for Belgium, embarking at Tilbury recently aboard a Transport Ferry Service vessel. Crown and Anchor, two of the team of Whitbread horses who draw the Lord Mayor of London's coach, and Mr. Jack Strickland who drives it, are visiting Belgium for the October Feasts and will deliver beer to the company's continental customers.

MANY POTENTIAL United Kingdom exporters to Belgium are perhaps not aware of the variety and frequency of the services which are available for the transport of freight to Belgium. The information which is given in the paragraphs below on these services (which, while not claiming to be comprehensive, includes the main services) has been prepared in the hope that it will be of help not only to potential, but also to established exporters who may not be aware of all the various routes which are available for the carriage of their goods to Belgium.

Generally speaking it is no more difficult to consign goods from the United Kingdom to Belgium than it is to send them from one part of the United Kingdom to another. Modern transport services enable deliveries to be made speedily and, for many goods, from door-to-door. Documentation, formerly often complicated and time wasting, is now comparatively simple. The maritime services between United Kingdom and Belgium ports, which carry most of Britain's exports to this country, comprise in the main ships of modest size, but they cater for an extremely wide variety of cargoes and offer many special facilities.

The growth of drive on/drive off ferry services has resulted in increasing quantities of British exports being carried on road vehicles. Most of this traffic consists of trailers, which when being moved by specialist haulage contractors are generally towed by British-based prime movers in the United Kingdom while an associated, or correspondent company in Belgium provides the prime mover when the trailers are disembarked. British exporters may however like to be reminded that they may, without special permission from the Belgium authorities, deliver their own products to their customers in this country in their own vehicles.

Once exports are off-loaded in Belgium there is little difficulty in getting them to their final destination. The State railway network covers the entire country and extends in all over some 3,000 miles. Most of the main trunk lines for goods are electrified. Moreover, there are now upwards of 14,000 miles of State and local roads, whilst work is planned or in hand to build a network of new motorways to link the main industrial centres.

Air and sea freight services originate from more than two dozen different points in the United Kingdom to Brussels, Antwerp, Ghent, Zeebrugge, and Ostend. Further details are given overleaf. ***(The following list is for guidance; it does not purport to be comprehensive):***

SERVICES TO BRUSSELS

(i) Brussels-Goole line, of Royal Liver Building, Liverpool, operate a weekly service from GOOLE, leaving GOOLE on Tuesday and docking in BRUSSELS on Thursday. The Liverpool firm's agents in GOOLE are Messrs. Thomas E. Kettlewell & Son, 11 East Parade, Goole.

(ii) Brussels Steamship Co. Ltd., Boundary House, 7-17 Jewry Street, London, E.C.3, run a twice-weekly service; vessels normally leave LONDON every Saturday and Wednesday, to arrive in BRUSSELS on Monday and Friday respectively.

(iii) Lockett Wilson Line Ltd., Dundee Chambers, Primes Dock Side, Hull, operate a regular, weekly service from HULL; the actual day of sailing varies according to the quantity of freight available.

(iv) British European Airways run 'All Cargo Services' from LONDON (Heathrow) Airport twice-daily on Tuesdays, Thursdays and Saturdays, and once daily on Fridays and Sundays. Connecting freighter services from GLASGOW and MANCHESTER are also in operation (with 'feeder' services from BELFAST, BIRMINGHAM, EDINBURGH and LIVERPOOL). In addition cargo can be carried on some of the airline's numerous passenger services from LONDON to BRUSSELS (**NOTE:** freight can also be flown to ANTWERP via BRUSSELS).

SERVICES TO ANTWERP

(i) British Railways operate regular 'container' and general cargo train ferry services as under, from Parkeston Quay, HARWICH:

Leave HARWICH Sunday night,
Arrive ANTWERP Monday morning.
(**NOTE:** This vessel leaves ANTWERP on Monday afternoon for ROTTERDAM, before returning to HARWICH).
Leave HARWICH Tuesday night,
Arrive ANTWERP Wednesday morning.
(**NOTE:** This vessel leaves ANTWERP on Wednesday afternoon for either ZEEBRUGGE or ROTTERDAM, before returning to HARWICH).
Leave HARWICH Thursday night,
Arrive ANTWERP Friday morning.

(ii) The John Cockerill Line, Ibex House, Minories, London, E.C.3, operates a twice-weekly service from TILBURY. Ships leave on Tuesday and Friday.

(iii) Associated Humber Lines Ltd., Alexander Chambers, Mytongate, Hull, run a weekly service from HULL, sailing on Friday. (If there is cargo for GHENT the ship calls there en route for ANTWERP.) This line also operates a twice-weekly service from GOOLE (sailings on Tuesday and Friday) which also calls at GHENT if necessary.

(iv) Antwerp Steamship Co. Ltd., 32 Seething Lane, London, E.C.3, and General Steam Navigation Co. Ltd., Three Quays, Tower Hill, London, E.C.3, operate a joint service twice-weekly from LONDON, sailings on Tuesday and Friday.

(v) Instone Lines Ltd., Bow Creek Wharf, London, E.16, offer a twice-weekly service from LONDON, sailings also on Tuesday and Friday.

(vi) British Steamship Navigation Co. Ltd., Bathurst Wharf, Bristol, operate a weekly coaster service, sailing from PLYMOUTH every Friday to ANTWERP, via CARDIFF, BRISTOL, NEWPORT (Mon.) and SWANSEA.

(vii) Atlantic Steam Navigation Co. Ltd., 25 Whitehall, London, S.W.1, run a service (known as The Transport Ferry Service) each day excepting Tuesday, Saturday and Sunday from TILBURY, for loaded commercial vehicles, trailers, containers, cars and passengers, but *not* normally for loose general cargo.

(viii) Lamport & Holt Line Ltd., 31 Lime Street, London, E.C.3, operate a service known as the LONDON-ANTWERP Line; this offers a weekly sailing from LONDON, on Wednesday.

(ix) W. H. Muller & Co. (London) Ltd., Customs House and Wool Quays, Lower Thames Street, London, E.C.3, provide a twice-weekly service from LONDON, also known as the LONDON-ANTWERP Line, with sailings normally on Monday and Wednesday.

(x) British & Continental Steamship Co. Ltd., offer weekly sailings, on Friday, from LIVERPOOL and MANCHESTER (two separate ships) to ANTWERP. Cargo for GHENT can also be carried but has to be transhipped at ANTWERP. However, the same line also provides a weekly service from BELFAST (sailing Wednesday) to GHENT, via GLASGOW (sailing Friday) and ANTWERP.

(xi) Tyne-Tees Steam Shipping Co. Ltd., 25 King Street, Newcastle-on-Tyne, 1, provides a weekly service, sailing Tuesday, from NEWCASTLE-ON-TYNE.

(xii) Great Yarmouth Shipping Co. Ltd., 35 South Quay, Great Yarmouth, operate a weekly service from GREAT YARMOUTH, sailing on either Thursday or Friday, via BOSTON, LINCS., whence sailing on Saturday.

(xiii) General Steam Navigation Co. Ltd., 15 Canute Road, Southampton, run a vessel from SOUTHAMPTON as and when cargo is available. Sailings are normally on a Tuesday.

(xiv) G. Gibson & Co., 64 Commercial Street, Edinburgh, 6, who operate the Gibson Rankine Line, offer weekly services from MIDDLESBROUGH, GRANGEMOUTH and LEITH, with sailings respectively on Tuesday or Wednesday, Tuesday, and Saturday.

(xv) The Head Line provides a weekly service from BELFAST, sailing on either Wednesday or Thursday, via GHENT.

(xvi) Metric Line Ltd., Royal Liver Building, Liverpool, 3, operate a weekly service from LIVERPOOL, sailing usually Friday afternoon. If cargo is available the vessel will dock at MANCHESTER and RUNCORN.

SERVICES TO GHENT.

(i) General Steam Navigation Co. Ltd., Three Quays, Tower Hill, London, E.C.3, offer a weekly sailing from LONDON on Tuesday afternoon.

(ii) British & Continental Steamship Co. Ltd., 18 Chapel Street, Liverpool, 3 operate regular services as under:
from BELFAST – every Wednesday,
from GLASGOW – every Friday.

(iii) Associated Humber Lines' sailings from HULL and GOOLE to ANTWERP also call at GHENT if cargo is available.

(iv) The Gibson Rankine Line provides a weekly service from DUNDEE, sailing on Tuesday or Wednesday, and one from LEITH, sailing on Friday or Saturday.

(v) G. Heyn & Sons Ltd., 10 Victoria Street, Belfast, 1 (who operate the Head Line) offer a weekly service from BELFAST, sailing on either Wednesday or Thursday (after calling at GHENT the vessel carries on to ANTWERP).

SERVICES TO ZEEBRUGGE.

British Railways' train ferry service, using ferry-boat wagons, operates at least twice daily from HARWICH, including Sunday. Occasionally three, or even four ferries cross on the same day.

SERVICES TO OSTEND.

(i) The John Cockerill Line, Ibex House, Minories, London, E.C.3, run a vessel from TILBURY daily, excepting Saturday.

(ii) The Belgian State Marine (Société Belgo-Anglaise des Ferry Boats SA) which is represented in the United Kingdom by British Railways, operates two ships daily from DOVER all the year round, and more during the tourist season. Although this service is basically for passengers and motor cars, some cargo is carried.

(iii) British United Air Ferries Ltd., of Southend Airport, and Lydd (Ferryfield) Airport, Romney Marsh, run frequent car-ferrying services from SOUTHEND (in pool with SABENA, the Belgian National Airline) and LYDD, to OSTEND (MIDDELKERKE) Airport. The aircraft used on this all-the-year round service have nose-loading facilities; the frequency of the service is such that normally the potential capacity for freight is adequate to cope with any requirements.

(iv) During the tourist season SABENA operate daily flights from LONDON, GLASGOW and MANCHESTER; although these are basically passenger services, there is usually room aboard for small cargo.

Three Peterborough companies have co-operated in a sales promotion venture introducing the new Perkins V8 engine. An eight-page tabloid was printed on a Halley Aller Press built by Baker Perkins Ltd. for East Midland Litho Printers Ltd. Looking at one of the first copies are (left to right): Mr. J. Winstanley, general manager, United Kingdom division, Perkins Engines Ltd.; Mr. N. Mountain, chairman, Baker Perkins board of management; Mr. R. J. Winfrey, managing director, Allied Press Ltd.

TRADE AND FINANCIAL ARRANGEMENTS

UK and Rumania

THE BOARD OF TRADE announce that negotiations on quota lists for Anglo-Rumanian trade for the period October 1, 1965 to September 30, 1966 have been concluded.

The quotas for United Kingdom exports to Rumania total about £9.5 million, a 20 per cent increase on those agreed last year. Quotas for imports from Rumania total about £8.3 million, a 24 per cent increase. In addition to the items in the quota lists, Rumania is of course free to supply without restriction goods which are on world Open General Licence.

Details of the quota lists will be published in the *Board of Trade Journal* later this month.

Note: Trade with Rumania takes place within a framework trade arrangement. The current arrangement was negotiated in Bucharest in September 1963 and runs for five years.

The quota lists do not represent the only goods which Rumania can send to the United Kingdom. A large part of Rumanian exports to the United Kingdom consists of cereals, timber and timber products (e.g. pulp) which are imported freely under world Open General Licence.

Some of the quotas for exports of United Kingdom goods to Rumania are frequently exceeded. In particular the quota for plant, complete factories etc. has been exceeded for several years.

Recent trade figures are as follows:

	1964	1965 (Jan.-June)
UK Imports	£8.9 million	£6.0 million
UK Exports	£8.2 million	£5.6 million
UK Re-exports	£0.2 million	£0.1 million

Bulgaria and Colombia

IT WAS recently announced in the Colombian press that a bilateral trade agreement between Bulgaria and the Colombian Federation of Coffee Growers has been concluded. In exchange for coffee, Bulgaria will export to Colombia machinery, transport equipment, electrical goods, raw materials and beverages. The two Central Banks will maintain a 'compensation' account and allow credit up to $U.S. 1 million for imports from the other's country. No other details are available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 1077G.

Morocco and Tunisia

A TRADE AGREEMENT, valid for one year from July 1, 1965, was signed between Morocco and Tunisia on June 16.

Moroccan exports to Tunisia will include vegetables, tobacco, pharmaceutical products, transformers, horses for breeding, soap, handicraft products, clothing and shoes. Tunisian exports in return will include cheeses, dates, cement, pharmaceutical products, essential oils, iron and steel articles, handicraft products, textiles, marble and hydrochloric acid.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

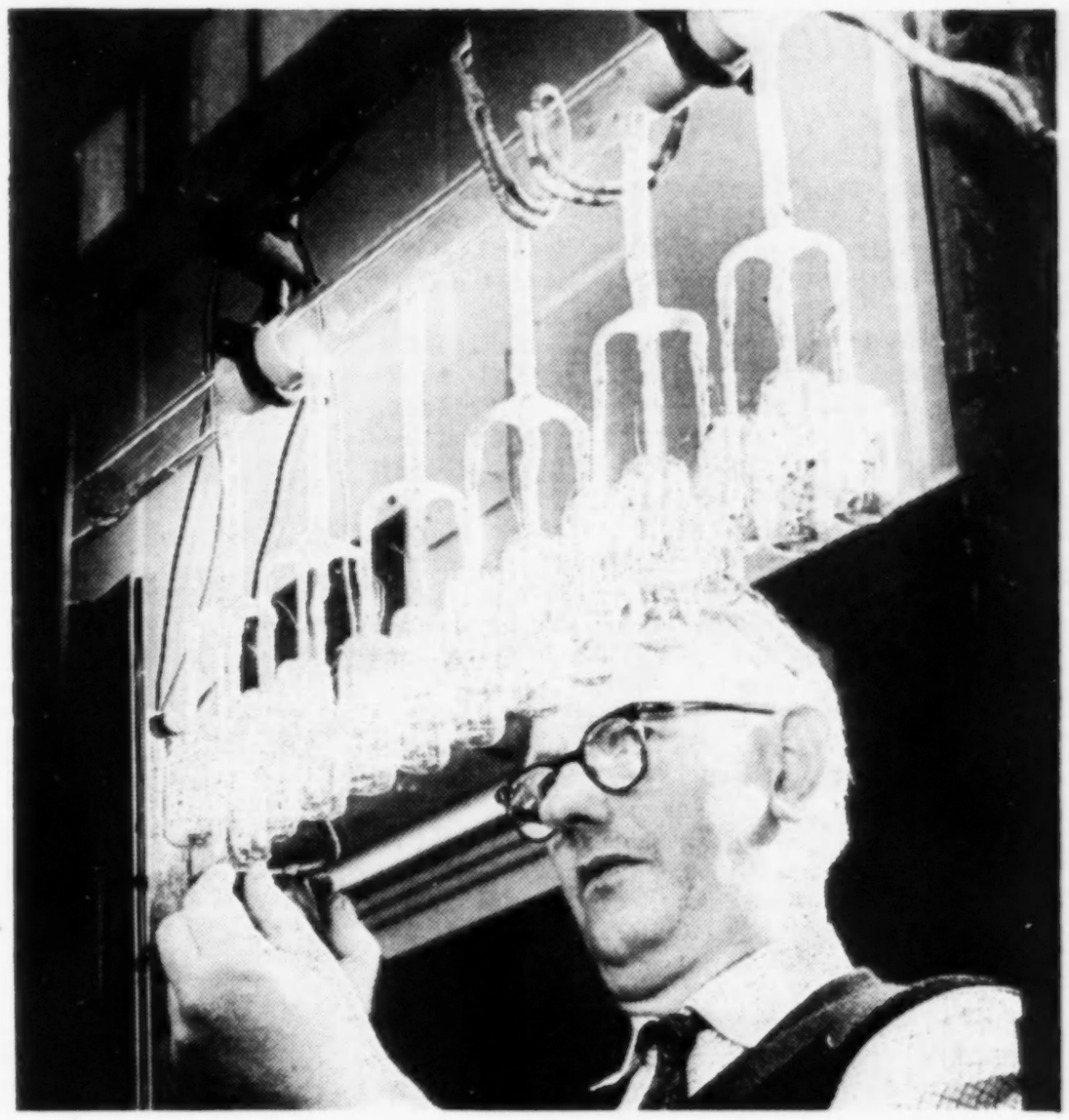
India/Pakistan: shipping arrangements

THE CEASE-FIRE has so far brought no material change in the shipping arrangements for the Indian and Pakistan trade. The position is still understood to be as reported in the *Board of Trade Journal* of September 24.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

EXPORTS TO DENMARK



Thermal delay switches for export to Denmark being processed at the Paignton factory of Standard Telephones and Cables Ltd. to remove residual gases and create a vacuum inside the glass envelope before sealing. The switches are used to delay the opening and closing of relays and contactors.

European Economic Community Publications

The Economic Situation in the Community

No. 1 (March 1965) of a quarterly which surveys the overall situation, and analyses the evolution in each of the six Community countries.

15s. (15s. 9d.) Annual subscription £2 10s.

Results of the Business Survey Carried out among Heads of Enterprises in the Community

Survey of industry as a whole and production of consumer, capital and intermediate goods.

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The publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol or through any bookseller

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

AUSTRALIA

Chinchilla Shire Council:

(196/65) Pumps. November 1. E.S.B. 35236/65.

The framework of a fire-fighting appliance made by H.C.B.-Angus Ltd., for export to Chile being welded with British Oxygen Lynx II welding equipment.

(196/65) Sewage Treatment Plant. November 1. E.S.B. 35237/65.

(191/65) Digital Voltmeter for Contract Board, Melbourne. October 28. E.S.B. 34568/65.*

(195/65) Electrical Equipment for Electricity Trust of South Australia. November 9. E.S.B. 35210/65.

Hydro-Electric Commission:

(194/65) Circuit Reclosers and Sectionalizer. October 25. E.S.B. 35201/65.*

(195/65) Transformers. October 25. E.S.B. 35240/65.*

Northern Electric Authority of Queensland:

(195/65) Relays. November 4. E.S.B. 35211/65.

(195/65) Circuit Breakers. December 1. E.S.B. 35213/65.

(195/65) Ash and Dust Handling Plant. October 26. E.S.B. 35214/65.

(192/65) Outdoor Switchgear for State Electricity Commission of Victoria. October 25. E.S.B. 34192/65.*

State Stores Board, Queensland:

(195/65) Microscopes. (Further Information.) Closing date postponed to November 1. E.S.B. 33289/65.*

(195/65) Diasonograph. October 28. E.S.B. 35208/65.*

BURMA

People's Engineering Industry:

(194/65) Foundry Plant. October 30. E.S.B. 34841/65.*

(194/65) Machine Tools. October 29. E.S.B. 34843/65.*

(193/65) Locomotive Parts & Fittings for People's Stores Corporation. November 17. E.S.B. 34854/65.*

(194/65) Crane for Steel Mill. October 29. E.S.B. 34842/65.*

CEYLON

(194/65) Lubricants for Ceylon Petroleum Corporation. (Further Information.) Tender documents now available. E.S.B. 32063/65.*

(194/65) Construction Machinery and Equipment for Gal Aga Development Board. (Further Information.) Tender documents now available. E.S.B. 33504/65.*

(194/65) Cold Storage Plant for Ministry of Defence and External Affairs. (Further Information.) Tender documents now available. E.S.B. 34135/65.*

Ministry of Health:

(194/65) X-ray Apparatus. (Further Information.) Tender documents now available. E.S.B. 34146/65.*

(194/65) Pharmaceuticals. December 21. E.S.B. 34880/65.*

(194/65) Pharmaceuticals. December 21. E.S.B. 34881/65.*

(191/65) Transmission and Distribution Scheme for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available relating to Parts II and III. E.S.B. 31671/65.*

Ministry of Nationalized Services:

(196/65) Cranes. (Further Information.) Tender documents now available at office of the High Commissioner for Ceylon, London, W.2. E.S.B. 32448/65.*

(196/65) Hopper Barges. November 24. E.S.B. 35202/65.*

DEMOCRATIC REPUBLIC OF THE CONGO

(196/65) Dressings; Hospital Supplies for Ministry of Public Health. October 28. Tender documents (in French) available. E.S.B. 35246/65.*

COSTA RICA

La Proveeduria Nacional Economia y Hacienda:

(195/65) Road Construction. October 30. Tender documents (in Spanish) available. E.S.B. 35233/65.*

(196/65) Road Construction. (Further Information.) Closing date postponed to October 30. Tender documents (in English) available. E.S.B. 26974/65.*

(196/65) Road Construction. (Further Information.) Closing date postponed to October 30. Tender documents (in English) available. E.S.B. 32705/65.*

CYPRUS

(191/65) Power Transformers for Electricity Authority of Cyprus. December 6. E.S.B. 34563/65.

(195/65) Marine Diesel Engine for Government Tender Board. October 30. E.S.B. 35231/65.*

UNITED ARAB REPUBLIC (EGYPT)

(196/65) Tram Cars for Alexandria Public Transport Administration. November 29. E.S.B. 35411/65.

Egyptian Railways:

(196/65) Timber. (Further Information.) Tender been repeated in respect of Oaks Blanks only. Closing date now November 8. E.S.B. 12724/65.*

(194/65) Crank Axles. November 2. E.S.B. 34870/65.

(194/65) Segmental Blades. November 1. E.S.B. 34869/65.

(191/65) Power Station for Ministry of Electric Power. (Further Information.) Closing date postponed to November 15. E.S.B. 29183/65.

(194/65) Boiler Plant for Organic Chemical Industries Co. (Further Information.) Closing date postponed to November 6. E.S.B. 24864/65.*

FORMOSA

Central Trust of China:

(193/65) Motor Grader Blades and Bolts. November 8. E.S.B. 34846/65.*

(192/65) Bentonite. October 20. E.S.B. 34591/65.*

(191/65) Grindstones. October 23. E.S.B. 34571/65.*

(192/65) Alloy. October 20. E.S.B. 34598/65.

(194/65) Traffic Measuring Equipment. October 22. E.S.B. 34850/65.*

(194/65) Insulating Material. October 22. E.S.B. 34848/65.*

(191/65) Insulation Materials. October 20. E.S.B. 34573/65.*

(191/65) Liquid Level Controls. October 23. E.S.B. 34577/65.*

(191/65) Fork Lift Trucks. October 22. E.S.B. 34570/65.*

(191/65) Street Lighting Control Switch. October 20. E.S.B. 34569/65.

(191/65) Fire Extinguishers. October 20. E.S.B. 34578/65.*

(191/65) Knives and Saw Blades. October 21. E.S.B. 34572/65.*

(193/65) Valves. October 20. E.S.B. 34845/65.*

(193/65) Steel Plate. October 23. E.S.B. 34847/65.*

(191/65) Storage Battery. October 23. E.S.B. 34574/65.*

(191/65) Laboratory Equipment. October 21. E.S.B. 34579/65.*

GREECE

(194/65) Prefabricated Buildings for Greek School Building Organization. October 20. E.S.B. 34878/65.

(193/65) Miscellaneous Equipment for Ministry of Commerce. (Further Information.) Tender repeated for hand operated fuel transfer pumps. Closing date now November 8. E.S.B. 32713/64.

INDIA

(193/65) Cranes for Bharat Heavy Electricals Ltd. October 30. E.S.B. 34857/65.

(191/65) Rectifier Sets for Central Railway, Bombay. December 15. E.S.B. 34585/65.

(195/65) Tin Ingots for Director General Supplies and Disposals. November 10. E.S.B. 35232/65.*

(196/65) Cranes for Hindustan Aeronautics Ltd. October 20. E.S.B. 35280/65.

(196/65) Electrical Equipment for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 34189/65.*

(191/65) Cranes for the Mechanical Circle, Nagarjunasagar Dam. (Further Information.) Closing date postponed to January 15, 1966. E.S.B. 14463/65.

(191/65) Electrical Motor and Accessories for National Coal Development Corporation Ltd. October 27. Tender documents now available. E.S.B. 34567/65.*

IRAQ

Administration of Distribution of Oil Products:

(193/65) Oil Storage Tanks. (Further Information.) Tender documents now available. E.S.B. 34000/65.*

(193/65) Pumping Sets. (Further Information.) Tender documents now available. E.S.B. 34101/65.*

(193/65) Steel Pipes for Government Oil Refineries. October 30. E.S.B. 34861/65.*

(193/65) Wire Ropes for Iraqi Ports Administration. October 21. E.S.B. 34864/65.

(193/65) Road Construction for Ministry of Communications. November 20. E.S.B. 34862/65.

Ministry of Defence:

(196/65) Office Machinery. (Further Information.) Closing date is now November 2. This tender has been re-issued with amended requirements. E.S.B. 13544/65.*

(196/65) Spare Parts for Burners. November 27. E.S.B. 35290/65.

(196/65) Machine Tool. November 23. E.S.B. 35291/65.

(196/65) Constructional Project. November 16. E.S.B. 35170/65.

Ministry of Finance:

(192/65) Cinematography Equipment. (Further Information.) Tender documents now available. E.S.B. 31613/65.*

(193/65) Cooking Pots. (Further Information.) Tender documents now available. E.S.B. 33922/65.*

(193/65) Stationery. (Further Information.) Tender documents now available. E.S.B. 33921/65.*

(*Continued on page* 857)

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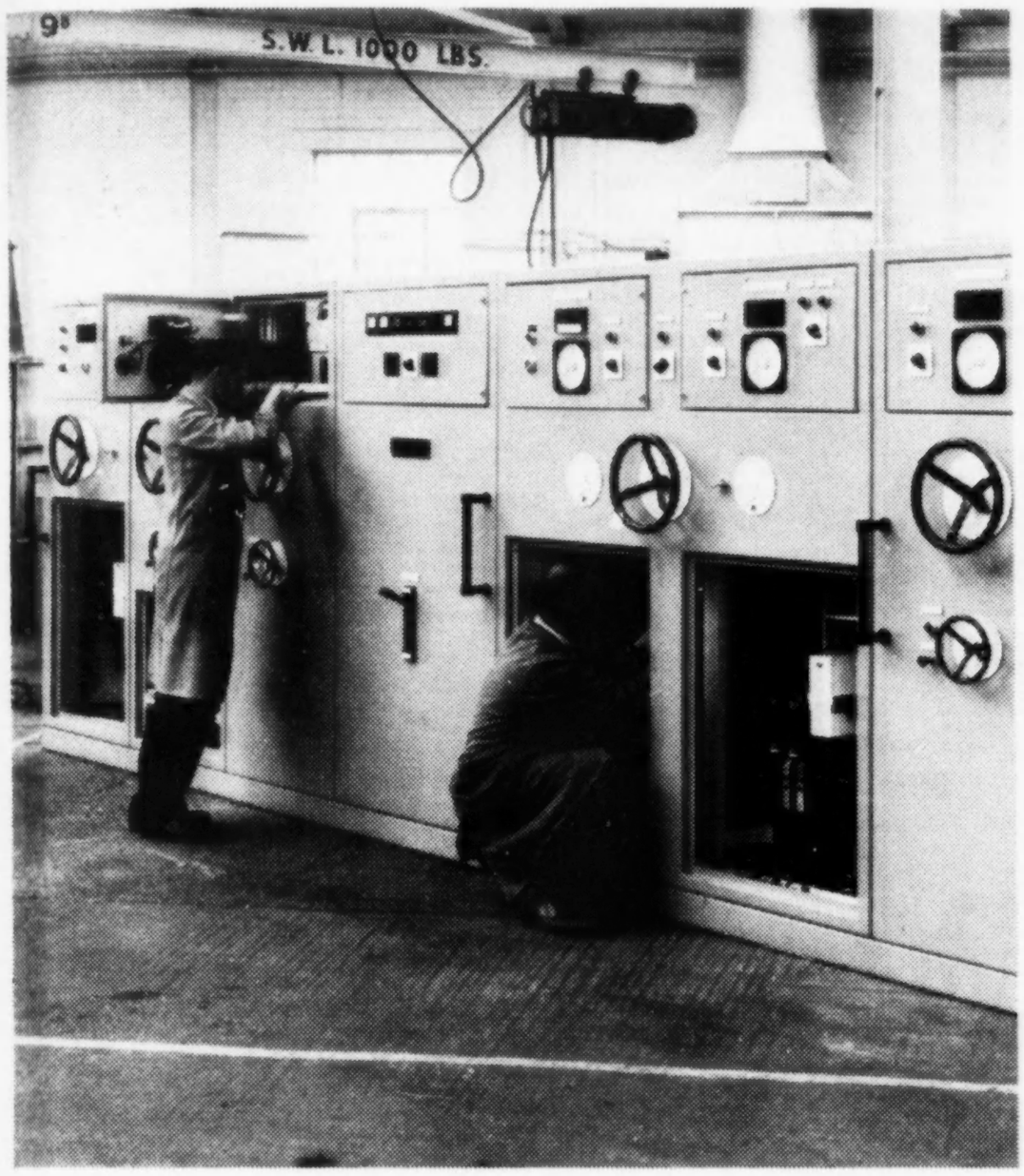
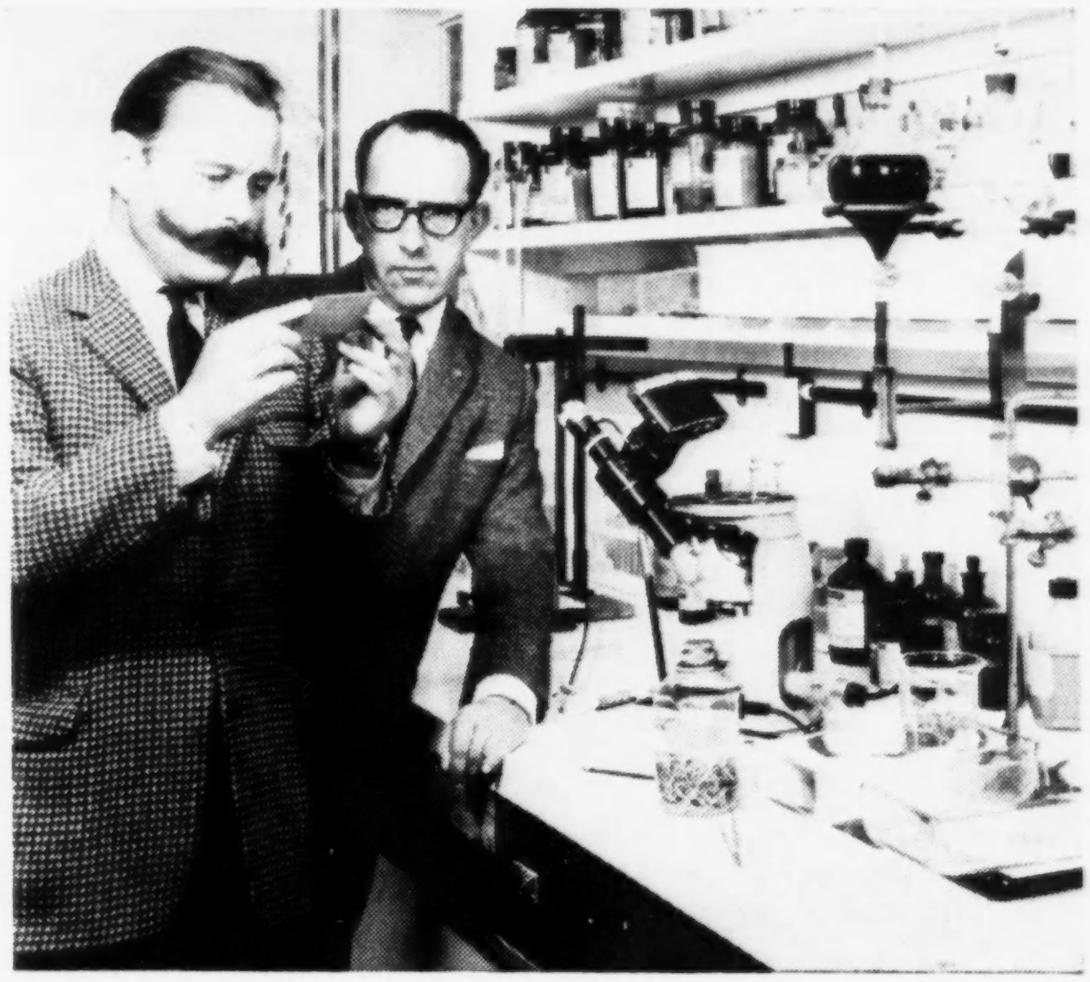


A switching cubicle being assembled in the Bedford works of W. H. Allen Sons & Co. Ltd., for installation in the engine-room of a large Portuguese single-screw diesel-electric stern trawler under construction at the Estaleiros Navais De Viana Do Castelo shipyard. It is for use with the propulsion generators, propulsion motor and trawl winch motor. A control panel, the motors and generators are also being manufactured by Allen for this vessel.



Pictured in a new laboratory are Mr. R. J. Glass (right), managing director of Ingram & Glass Ltd., of Godalming, Surrey, and Mr. J. A. Wallinder, the company's technical manager. They are examining the prototype of a revolutionary printed wiring board which the company have developed with the aid of Sperry Process on behalf of Vero Electronics Ltd., of Southampton. Veroboard is a universal type of printed wiring board from which any circuit can be constructed. The new board differs from the conventional board in that the copper is deposited by the Sperry Process on both sides and through the holes continuously. It is embodied in products for export to several countries.

Ministry of Municipal and Rural Affairs:
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 28431/65.*
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 28432/65.*
(194/65) Water Supply Project. (Further Information.) Tender documents now available. E.S.B. 28433/65.*
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 28434/65.
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 28435/65.*
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 33228/65.
(194/65) Water Supply Scheme. (Further Information.) Closing date been extended to November 16. Tender documents now available. E.S.B. 28436/65.*
(191/65) Removal, Overhaul and Re-erection of Electrical Sets. November 30. E.S.B. 34584/65.
(194/65) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 32424/65.
(194/65) Water Tanks for Ministry of Municipal and Village Affairs. (Further Information.) Tender documents now available. E.S.B. 32419/65.*
(193/65) Chemicals for National Electricity Administration. October 25. E.S.B. 34863/65.
(191/65) Pipes and Fittings for Oil Planning and Construction Administration. October 27. E.S.B. 34582/65.
Oil Planning & Construction Administration:
(191/65) Steel. October 31. E.S.B. 34583/65.
(191/65) Steel and Brass Tubes. October 24. E.S.B. 34581/65

IRISH REPUBLIC

(194/65) Fire Engine for Chief Officer, Fire Brigade, Cork. October 22. E.S.B. 34872/65.

ITALY

(191/65) Sensitized Paper for Headquarters, Allied Land Forces, Verona. November 15. E.S.B. 34586/65.*

JORDAN

(191/65) Vehicles for Jordan Petroleum Refining Co. Ltd. (Further Information.) Closing date postponed to October 20. E.S.B. 32232/65.

KOREA

(192/65) Miscellaneous Equipment for Office of Supply. October 26. E.S.B. 34821/65.*

LEBANON

(193/65) Electric Motors for Libanais et du Transport en Commun. October 20. E.S.B. 34831/65.*

MOZAMBIQUE

(196/65) Cable and Piping for Municipality of Lourenco Marques. October 22. E.S.B. 35249/65.
Ports, Railways and Transport Department:
(191/65) Conveyor Belt. November 16. E.S.B. 34556/65.
(196/65) Construction of a Coach House. December 20. E.S.B. 35247/65.
(196/65) Lubricating Pump. October 20. E.S.B. 35248/65.

NETHERLANDS

(191/65) Tunnel Construction for Directorate of Waterways. November 26. E.S.B. 34801/65.

NEW ZEALAND

Dunedin City Corporation:
(195/65) Conductor. November 17. E.S.B. 35220/65.*
(195/65) Cable. November 15. E.S.B. 35229/65.*
(193/65) Electrical Equipment for General Post Office. November 1. E.S.B. 34860/65.*
(195/65) Transformers for New Zealand Electricity Department. (Further Information.) E.S.B. 32486/65.*

PAKISTAN

(196/65) Air Conditioning and Refrigeration Equipment for Directorate of Supply, Dacca. November 16. E.S.B. 35245/65.*
Pakistan Western Railways:
(196/65) Creosote Oil. October 28. E.S.B. 35265/65.*
(196/65) Wire. October 26. E.S.B. 35263/65.

RHODESIA

(192/65) Automatic Telephone Exchange for Controller of Stores and Transport. Closing date not known. E.S.B. 34807/65.
Government Tender Board:
(196/65) Bench Saw. October 21. E.S.B. 35252/65.*
(193/65) Hessian. October 21. E.S.B. 34865/65.*
(193/65) Steel Frames. October 21. E.S.B. 34866/65.*
(196/65) Tractor with attachment for Rhodesian Tender Board. October 21. E.S.B. 35253/65.*
(193/65) Traffic Control System for Salisbury City Council. November 23. E.S.B. 34853/65.*

SAUDI ARABIA

(196/65) Asbestos Pipeline for General Petroleum and Minerals Organization. October 23. E.S.B. 35244/65.

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SINGAPORE

(192/65) Cranes for Port of Singapore Authority. November 16. E.S.B. 34828/65.*

SOUTH AFRICA

State Tender Board, Pretoria:

(192/65) Generating Set. October 20. E.S.B. 34822/65.*

(195/65) Drilling Rigs. October 21. Tender documents now available. E.S.B. 34890/65.*

(195/65) Radio Stations. October 27. E.S.B. 34896/65.*

(195/65) Switchboard. October 21. E.S.B. 34888/65.*

(195/65) Pipes and Fittings; Valves. October 21. E.S.B. 34889/65.*

(195/65) Cable. October 20. E.S.B. 34900/65.*

(194/65) Vibrator. October 25. E.S.B. 34887/65.*

(194/65) Permanent Way Materials. October 21. E.S.B. 34891/65.*

(194/65) Transformers. October 22. E.S.B. 34897/65.*

(194/65) Water Displacing Fluid. October 20. E.S.B. 34898/65 *

(196/65) Buses for Transvaal Provincial Tender Board. October 29. E.S.B. 35257/65.*

SPAIN

(195/65) Radio Beacons; Cranes for Ministerio del Aire. (Advance Information.) E.S.B. 34892/65.

SUDAN

(195/65) Clothing for Department of Stores and Equipment. October 25. E.S.B. 35238/65.

(191/65) Industrial Machinery and Equipment for Industrial Bank of Sudan. Closing date not known. E.S.B. 34506/65/D.L.F.

(195/65) Timber for Ministry of Works. Closing date not known. E.S.B. 35239/65.

SYRIA

(194/65) Laboratory and Testing Equipment for La Direction Generale du Monopole des Tabacs et Tombacs. October 27. E.S.B. 34840/65.*

TRINIDAD AND TOBAGO

(191/65) Switchgear for Trinidad and Tobago Electricity Commission October 22. E.S.B. 34557/65.*

TURKEY

(196/65) Contractors Equipment for Nitrogenous Fertilizers Corporation. November 1. E.S.B. 35259/65.*

UNITED STATES OF AMERICA

(196/65) Timber for United Nations Purchase and Transportation Division. October 28. E.S.B. 35209/65.*

URUGUAY

(196/65) Transformers for State Electricity Board. November 9. E.S.B. 35260/65.

State Oil Refinery:

(196/65) Ropes. November 9. E.S.B. 35261/65.

(196/65) Steel Cables. November 10. E.S.B. 35262/65.

(196/65) Cable for State Waterwork. October 28. E.S.B. 35285/65.

VIETNAM

Central Purchasing Authority:

(193/65) Motor Cycle Accessories and Spare Parts. October 22. E.S.B. 34827/65.*

(192/65) Refrigerators. October 22. E.S.B. 34824/65.*

(192/65) Sports and Camping Equipment. October 22. E.S.B. 34826/65.*

(192/65) Hospital and Surgical Equipment. November 19. E.S.B. 34825/65.*

ZAMBIA

(193/65) Batteries and Charging Equipment for Central Supply and Tender Board. October 22. E.S.B. 34832/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia

(194/65) Inquiry for ski wear and accessories. E.S.B. 34533/65.

(195/65) Inquiry for bolt making machines. E.S.B. 35241/65.

(196/65) Inquiry for fire fighting equipment; hydraulic equipment; water treatment plant. E.S.B. 34539/65.

Austria

(196/65) Inquiry for kitchen equipment. E.S.B. 35330/65.

Bahrain

(195/65) Agency inquiry for chemicals; pharmaceuticals. E.S.B. 35343/65.

Canada

(191/65) Agency inquiry for clocks; hospital and medical supplies; watches. E.S.B. 31103/65.

(192/65) Inquiry for parts for the aluminium manufacturing industry. (Further Information.) E.S.B. 32135/65.

(193/65) Agency inquiry for film loops. E.S.B. 34981/65.

(194/65) Inquiry for liquid egg processing equipment. E.S.B. 35122/65.

(195/65) Agency inquiry for castors. E.S.B. 35174/65.

Ceylon

(195/65) Inquiry for plant and equipment for chipboard factory. E.S.B. 34714/65.

Chile

(195/65) Inquiry for asbestos cement sheets and tubing; machinery for making asbestos cement sheets and tubing. E.S.B. 35328/65.

Colombia

(194/65) Manufacture under licence – electrical equipment; motors. E.S.B. 31413/65.

Denmark

(194/65) Agency inquiry for dish-washing machines; knitwear; sportsgoods; toys. E.S.B. 32874/65.

Finland

(194/65) Agency inquiry for biscuits; confectionery; grocery products. E.S.B. 35075/65.

Formosa

(193/65) Inquiry for copper ore. E.S.B. 35014/65.

France

(193/65) Inquiry for reproduction furniture. E.S.B. 35019/65.

(194/65) Inquiry for caravans. E.S.B. 35102/65.

(194/65) Inquiry for ropes. E.S.B. 35049/65.

(195/65) Agency inquiry for furnishing fabrics. E.S.B. 35115/65.

(193/65) Inquiry for roofing slates and tiles. E.S.B. 34421/65.

Germany, Federal Republic of

(192/65) Inquiry for clothing; consumer goods; textiles. E.S.B. 29600/65.

(194/65) Agency inquiry for driving belts; inner tubes; washers. E.S.B. 35109/65.

(194/65) Agency inquiry for electrical consumer goods. E.S.B. 35161/65.

(194/65) Inquiry for medical equipment. E.S.B. 35142/65.

(195/65) Inquiry for carpeting. E.S.B. 34937/65.

(195/65) Agency inquiry for giftware. E.S.B. 35150/65.

Ghana

(194/65) Inquiry for drugs; foodstuffs; tobacco; toilet preparations; wines and spirits. E.S.B. 35004/65.

Greece

(194/65) Agency inquiry for confectionery. E.S.B. 35108/65.

Hong Kong

(192/65) British Week in Hong Kong. E.S.B. 12368/65.

(195/65) British Week in Hong Kong. E.S.B. 12368/65.

Iceland/Czechoslovakia

(192/65) Trade Agreement. C.R.E. 6241/G.

India

(192/65) International Leather Fair 1966. E.S.B. 10021/65.

Iraq

(193/65) Agency inquiry for bicycles; motor cycles and their components and accessories. E.S.B. 34932/65.

(193/65) Agency inquiry for confectionery; dusters; floor and dishcloths. E.S.B. 34990/65.

'THIS IS VAUXHALL' EXPORT TOUR

Three mobile units costing more than £14,000 each will form the centre-pieces of 'Vauxhall Week' displays staged by Vauxhall and Bedford dealers throughout Europe over the next two years. On September 21, Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, saw two of the display vehicles at the Vauxhall Motors Ltd., sports ground adjoining the factory at Luton, Beds., leave for the Continent. The third vehicle left later in the week.

The three mobile display units which will work independently in Belgium, Holland, West Germany, Luxembourg, Denmark, Norway, Sweden, Eire, Switzerland and Austria, carry the theme 'This is Vauxhall'. Their aim is to promote still further the sales of Vauxhall cars and Bedford commercial vehicles in the EEC and EFTA markets. Between them they can give up to 120 'Vauxhall Week' shows in various countries in a year.

Each unit consisting of a Bedford TK 10-ton tractor unit occupies over 3,000 sq. ft. of floor space, the main features of which include: an air-conditioned cinema, a mobile turntable for car displays, and a variety of illuminated panel and three-dimensional displays in the language of the country concerned.

The company's total exports last year was 154,531 vehicles worth over £79 million.

(193/65) Agency inquiry for cotton yarn. E.S.B. 34959/65.
(193/65) Inquiry for curtain materials; textiles. E.S.B. 34970/65.
(193/65) Inquiry for machinery for making dry batteries and fluorescent lamps. E.S.B. 34933/65.
(193/65) Inquiry for Tender Agents. E.S.B. 34355/65.

Israel
(193/65) Inquiry for canes for sewage cleaning. E.S.B. 35024/65.
(194/65) Agency inquiry for brushes; laboratory glassware. E.S.B. 35051/65.
(194/65) Inquiry for hydrological equipment. E.S.B. 34260/65.
(194/65) Agency inquiry for metals. E.S.B. 35035/65.
(195/65) Agency inquiry for woodworking machines and tools. E.S.B. 35117/65.
(195/65) Agency inquiry for tools. E.S.B. 35173/65.

Italy
(192/65) Agency inquiry for gift items; knitwear; stationery and allied products. E.S.B. 34905/65.
(195/65) Inquiry for mini-golf equipment. E.S.B. 35104/65.

Jamaica
(193/65) Agency inquiry for air compressors; hoists. E.S.B. 21927/65.
(191/65) Inquiry for building materials; hotel requisites. E.S.B. 27151/65.
(191/65) Inquiry for carbon brush holders; carbon sheets. E.S.B. 34724/65.
(193/65) Inquiry for machine for the manufacture of flower pots; picture frames. E.S.B. 27419/65.
(194/65) Agency inquiry for office equipment and machinery; stationery. E.S.B. 34455/65.

Japan
(192/65) Inquiry for construction machinery and tools. E.S.B. 34638/65.
(195/65) Inquiry for fabric finishing equipment. E.S.B. 35118/65.

Lebanon
(195/65) Inquiry for tourist complex. E.S.B. 35043/65.

Netherlands
(191/65) Agency inquiry for footwear; household articles. E.S.B. 34726/65.
(192/65) Inquiry for golf and hockey bags. E.S.B. 34946/65.
(192/65) Agency inquiry for consumer goods. E.S.B. 34690/65.
(192/65) Agency inquiry for sherry. E.S.B. 34901/65.
(194/65) Agency inquiry for fluid seals in rubber; canvas or rubber compositions. E.S.B. 32965/65.

Nigeria
(192/65) Inquiry for clothing; medicines. E.S.B. 29554/65.
(195/65) Agency inquiry for clothing; footwear. E.S.B. 27385/65.

Portugal
(195/65) Agency inquiry for medical and surgical supplies. E.S.B. 35128/65.

Rhodesia
(193/65) Inquiry for transport, mining and engineering equipment. E.S.B. 35009/65.

Rumania
(195/65) Inquiry for industrial fans. E.S.B. 34227/65.

Singapore
(195/65) Inquiry for prefabricated buildings. E.S.B. 35146/65.

South Africa
(190/65) Agency inquiry for centrifuges. E.S.B. 34467/65.
(193/65) Inquiry for machine tools and engineering plant; turnkey projects for chemical industry. E.S.B. 35062/65.

Spain
(190/65) Inquiry for public works machinery. E.S.B. 34377/65.
(195/65) Agency inquiry for electric conductors; nails and rivets; poultry farm equipment; steel rods and bars; welding rods; wire. E.S.B. 34396/65.

Sweden
(191/65) Inquiry for building materials. E.S.B. 34695/65.
(192/65) Inquiry for woollens. E.S.B. 34947/65.

Switzerland
(194/65) Agency inquiry for aseptic surgical film. E.S.B. 35033/65.
(194/65) Agency inquiry for electronic components and controls; radio and T.V. sets. E.S.B. 35127/65.
(195/65) Agency inquiry for hardware and ironmongery supplies and equipment. E.S.B. 35147/65.

Tanzania, United Republic of
(192/65) Inquiry for mosquito netting. E.S.B. 34622/65.

Trinidad
(196/65) Agency inquiry for bathroom equipment. E.S.B. 35380/65.

Turkey
(194/65) Inquiry for iron plate frames. E.S.B. 34792/65.

United States of America
(192/65) Inquiry for acetylene derivative plant. E.S.B. 34718/65.
(192/65) Inquiry for lambswool pads. E.S.B. 34917/
(195/65) Agency inquiry for file and hacksaw blades. E.S.B. 35187/65.
(196/65) Inquiry for foodstuffs. E.S.B. 35351/65.
(195/65) Inquiry for piece-goods. E.S.B. 35502/65.

Uruguay
(194/65) Inquiry for scientific instruments and devices. E.S.B. 34393/65.

Venezuela
(192/65) Agency inquiry for watermeters. E.S.B. 10287/65.
(194/65) Inquiry for radio transmitter plants. E.S.B. 35207/65.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Compressor motors for Poland

Bruce Peebles and Co. Ltd., Edinburgh, have received from Simon-Carves Ltd., an order worth over £100,000 for six 5,500 h.p. 330 r.p.m. 6kV drip-proof squirrel-cage induction motors for synthesis gas compressors at a Polish ammonia plant.

South African boiler producer

Landon Kingsway Ltd., Egham, Surrey, manufacturers of Kingsway Wallflame Burners, have received an order from A. L. Collins and Co. (P.T.Y.) Ltd., of Johannesburg for 12 Wallflame Burners. The 12 units will be used for the manufacture of the South African company's first prototype wallflame-fired boilers. Once testing of the prototype units is completed, it is the intention of the South African company to go into full production using Kingsway Wallflame Burners on their units.

More than 60,000 Kingsway Wallflame Burners have been sold since they were introduced three years ago.

Contract for steel angles

A contract for the supply of 200,000ft. of 'Bersham' slotted steel angles has been awarded to William Peter Exports (Liverpool) Ltd. by the director, Department of Irrigation, Ceylon Ministry of Land, Irrigation and Power.

The company say that the initial information in regard to invitation for tenders, was noted by them in the *Export Service Bulletin.*

Ammonia synthesis gas plant for France

Etablissements Kuhlmann have placed an order with Power-Gas France S.A. a member of the Davy-Ashmore Group, for the design, supply and erection of an ammonia synthesis gas plant for their La Madeleine Factory.

The new plant will employ the ICI process for reforming light distillate at pressure and the Giammarco-Vetrocoke process for the removal of carbon dioxide. These two processes are offered under licence in France by Power-Gas France.

Trading agreement between UK company and Ghana National Trading Corporation

John Holt and Co. (Liverpool) Ltd., announce that, under the terms of a trading agreement between themselves and The Ghana National Trading Corporation, recently ratified by the Ghana Government, Holts have been appointed Purchasing Agents for The Ghana National Trading Corporation for the purchase of goods from Britain and other parts of the world.

This State Trading Corporation imports and sells a complete range of consumer goods and capital equipment in Ghana. It has achieved a remarkable rate of expansion over the last three years and has the largest network of wholesale and retail outlets in the country.

The company now has a new buying organization, The John Holt British Export Office, which operates from Moor House, London Wall, E.C.2.

Silenced generator for Malayan film unit

The Malayan Film Unit, which makes documentary films for the Malaysian Government, has ordered a silenced diesel powered generator from Auto Diesels Ltd., a member of The Braby of Britain Group. It is the first commercial version of the generator to be sold in South-East Asia. The order was placed with Auto Diesels through its agents in Kuala Lumpur, the General Electric Company.

Half a million windows for German washing machines

The production by James A. Jobling and Co. Ltd., Sunderland, of windows for German washing machines has now passed the 500,000 mark. Four major companies now incorporate British-made 'Hysil' brand borosilicate glass in their standard machines. This success, dates back to an initial order in 1962.

Many export orders for Formica

The growing interest in Formica products overseas is illustrated by the diversity of orders now coming in from all parts of the world.

From Hong Kong an order was recently obtained for approximately 120,500 square feet of 500 density 12 mm. Formica wood chipboard for partitioning and shelving. The Bergene Mekaniske Verksteder Shipyard in Norway will be using over 147,000 square feet of 1/16th in. Formica decorative laminate and 1,400 sheets of backing board for a new car and passenger ferry which is to operate between England and Spain, whilst Denmark has ordered 10,400 square feet of Formica decorative laminate in three thicknesses for coaches on the Danish State Railways.

Transport features again in a £10,000 order from the Ganz Mavag Railway Works in Hungary who are building railway coaches for the Egyptian Railways.

Swedish contracts for Honeywell

Honeywell Controls Ltd., of Middlesex have gained two substantial contracts for the supply of control instrumentation to Sweden. One currently being fulfilled is for the Scandinavian Bank (Scandinaviska Banken) building in Stockholm which will be fully air-conditioned and Honeywell will supply pneumatic control instrumentation for the entire area.

Honeywell have also gained a contract to supply a central temperature monitoring system for the Dagens Nyheter newspaper offices in Stockholm.

Fourth new ship for Ghana

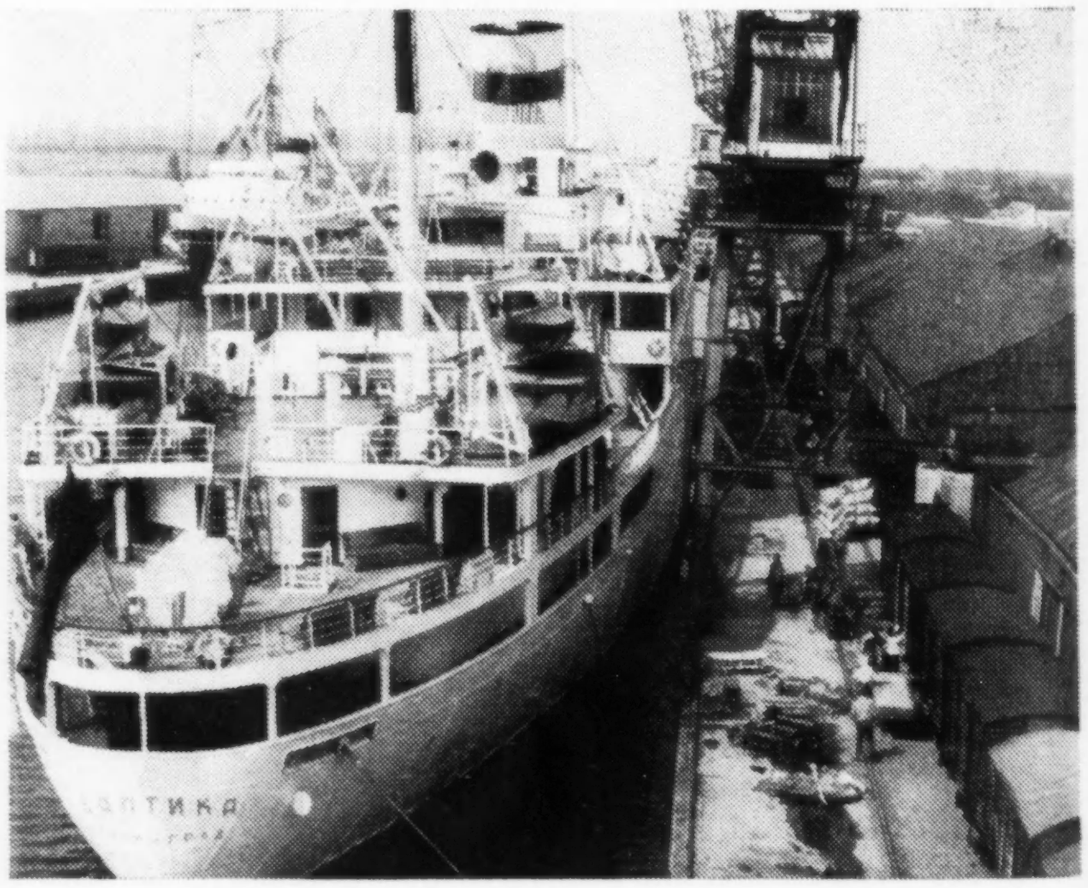
On September 27 the last of a series of four similar cargo liners under construction by the Swan Hunter Group for the Black Star Line of Ghana, was launched from the River Tyne shipyards of Swan, Hunter and Wigham Richardson Ltd. This latest ship is the 7,500 tons deadweight motor vessel 'Benya River'.

The order for all four of these ships was secured by the Swan Hunter Group not only because of the keen price quoted but also through the excellent financial terms offered under a special Government loan.

SPP pumps for Nigeria

Two Sigmund Pulsometer horizontally split casing pumps are to be installed by the Bisichi Tin Company (Nigeria) Ltd., at their mine in Bukuru, Northern Nigeria. The value of this order is almost £4,000.

Members of a technical inspection team from the Screw Technical Research Association of Japan visited the Coventry factory of Unbrako Limited recently as part of their world tour to leading industrial fastener manufacturers. Unbrako made the visitors feel at home by greeting them with these two Japanese girls in national costume. Miss Mieko Uyama, 23 (right), the daughter of a Japanese diplomat in London; and Miss Eiko Nakamura, 24, a student at the Royal College of Music. Both girls are from Tokyo.



Part of a 500-ton consignment of malt due for export to Russia, being loaded on board the Russian vessel ss 'Baltica' at Tilbury recently. This export order, worth about £25,000, was executed by Munton & Fison Limited of Stowmarket, Suffolk, on behalf of H. Rudebeck & Co. Ltd. In the first eight months of the year the Suffolk firm's export sales turnover has been at the rate of £1,000 per annum per person employed.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of August 27 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Far East tour

Mr. J. L. Cook of Quickfit & Quartz Ltd., of Stone, Staffordshire, manufacturers of interchangeable laboratory glassware instruments, on his departure from London for Bangkok at the start of an extensive eight-week sales tour of the Far East.

From Thailand, Mr. Cook will visit Penang, Kuala Lumpur, Singapore, Hongkong and Tokyo. As well as his own company, he is representing James A. Jobling and Co. Ltd. and H. J. Elliott Limited, parent company and associate respectively of Q & Q.

Laundry equipment sales tour

During his three months' tour through the Middle and Far East and Africa, Mr. Archie Brown, of The Cherry Tree Machine Company Ltd., obtained firm inquiries for laundry and dry cleaning equipment exceeding £250,000 in value. Already many of these inquiries have been converted into orders, and quotations have been submitted (or are being prepared) against the others. In addition, negotiations with seven new agencies for Cherry Tree products are being actively pursued.

Commenting on Mr. Brown's tour, Mr. H. J. Carey, sales director of the company, said: 'This is only the beginning. The success of this operation has convinced us that we must make overseas visiting by Cherry Tree executives a continuous operation – and we are laying our future plans accordingly'.

Southern Africa tour

Preliminary arrangements are now being made for a tour of Southern Africa by Mr. Mark M. Cansick of Mark Cansick and Co. Ltd., Export Merchants of London. Present plans provide for departure in mid-February. The planned route is Luanda, Windhoek, Johannesburg, Capetown, Durban, Lourenco Marques, Beira, Blantyre, Salisbury, Bulawayo, Lusaka.

United States sales trip

Mr. Arthur Coleman, technical sales manager of Robert Kellie & Son Ltd., Dundee intends to spend five or six weeks in the United States during October. The purpose of his visit is to negotiate for the manufacture of American machinery under licence in the United Kingdom and Europe. Robert Kellie & Son Ltd., a member of the Vokes Group, specialize in equipment for the food and allied industries, and claim to export more than 50 per cent of their production. They have agents in most countries who are visited regularly by the company's technical sales staff. The recent expansion of the company has necessitated a wide diversification in products manufactured and this is the main reason for Mr. Coleman's visit.

Avo overseas sales tour

Mr. W. Logan, sales director of Avo, left on September 25 on a 30,000-mile tour of the company's agents in South Africa, Australia, New Zealand and the United States.

In Johannesburg and Sydney he will be handing over Avometers in the millionth series – a million of these instruments have now been produced – for presentation to appropriate institutions.

Extensive African tour

Mr. J. A. Henshall, sales engineer of Unicam Instruments Ltd., and W. G. Pye & Co. Ltd., of Cambridge left England recently on a tour to promote the sale of Unicam and Pye scientific instruments in Africa. His itinerary will include Ethiopia, Kenya, Uganda, Tanzania, Malawi, Zambia, Mozambique, Congo, Angola, Nigeria, Ghana, Sierra Leone and Senegal and is expected to last three months.

Round the world exporting trip

Mr. D. H. Waters of Clark, Son & Morland of Glastonbury will be leaving London shortly on a round the world exporting trip of sheepskin and leather goods. He will be visiting Singapore, Australia, New Zealand, Hong Kong and Tokyo and will be reporting on the export possibilities to other members of the British Menswear Guild which group Morlands have recently joined.

20-city European tour

The first stage in an all-Europe boost for Britain's electronics show, the International Instruments, Electronics and Automation Exhibition in London next May, began on September 26 when Mr. Laurie A. Woodhead, deputy chairman of the IEA exhibition committee and a director of Cossor Instruments Ltd., left London for a 20-city tour of Europe. His target is Holland, Belgium, Germany and France. 'My job,' Mr. Woodhead said, 'is to make sure that everyone concerned knows what the IEA exhibition is about. My target is government departments, industrialists, universities and anyone who buys or uses electronic equipment and components.'

European tour for Carpet Trades director

Mr. J. H. Mellor, design director of Carpet Trades Limited recently attended the opening of a new Brussels Showroom of the companies distributors in Belgium – Messrs. Janvic. This was the beginning of a tour Mr. Mellor made to Holland, Italy and Switzerland and Western Germany, before returning to London on October 2.

In their effort to increase their already substantial export business, Carpet Trades Limited have at this time no less than four executives abroad – two in Europe, one in the Far East and Australia, and one in France and Austria.

Far Eastern sales tour

Mr. G. J. Chamberlin, managing director of Tintometer Ltd., Salisbury, Wiltshire, is on an extensive tour of the Far East. He arrived in Tokyo on August 26 where he stayed until October 4. Mr. Chamberlin will travel to Brisbane, Sydney, Auckland, Wellington, Dunedin/Christchurch, Canberra, Melbourne, Hobart, Adelaide, Perth, Colombo, Delhi, Calcutta, Madras, and expects to arrive in Karachi on February 29. Besides attending the British Exhibition in Tokyo from September 17 to October 3, where Tintometer exhibited the Lovibond Colour Scale and colour measuring instruments, Mr. Chamberlin will attend a number of private exhibitions in Australia, staged by Tintometer agents to coincide with his visit to each State capital.

Special steels for North America

Mr. F. A. Lytton, export sales director of Jessop-Saville Limited, Sheffield, special steel manufacturers, left early in October for an extended business tour of the United States and Canada. His itinerary includes New York, Syracuse, Buffalo, Chicago, Los Angeles, San Francisco, Seattle, Vancouver and Toronto. The object of the tour is to visit existing connections of the firm in Canada and the eastern seaboard of the United States and to open up new sales outlets for Jessop-Saville special steels and alloys in the mid-west and western areas of the United States. Jessop-Saville Limited are members of the BSA Group.

Middle East and East Africa tour

Shortly to leave on a visit to his company's distributors in East Africa is Mr. R. A. Mortimer of the Export Sales Division of Electrolux Limited. His trip, which will last about two months, will take him to Ethiopia, Kenya, Uganda, Tanzania and Sudan, with short stops in Tripoli, Benghazi, Cairo, Jeddah, Aden and Djibouti on the way out.

Export tour of Scandinavia

Mr. P. D. B. Hubbard, export and marketing manager of Food Industries Limited, Walton-on-Thames, will be visiting Scandinavia in October selling flavours, essential oils and emulsifiers to the food industry, vitamin trace mineral mixes for animal feed and agricultural hygiene chemicals.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

THE MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated September 11, 1965, published details of the global import quotas for the six months ending March 15, 1966. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	83,600
5	Sugar and confectionery	20,900
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible fats and oils; white pepper; tinned fish; miscellaneous edible preparations	466,600
7	Tobacco, raw	1,041,700
	Tobacco, manufactured	250,000
8	Hydraulic cements	416,700
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	2,050,100
10	Petroleum products	9,154,200
11	Pharmaceutical products, colouring matters and insecticides	1,187,600
12	Plastics materials	229,200
13	Rubber, tyres, inner-tubes, etc.	354,200
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film; miscellaneous products of the chemical industry except insecticides	816,900
	Matches	573,000
15 and 16	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	583,400
18	Hosiery and knitted goods	108,400
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	131,400
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	796,100
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision, medical and surgical furniture	6,771,100
23	Motor-cycles	37,245
	Cycles, motor-assisted	46,555
	Cycles	21,700
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	81,700
24	Products of animal origin, n.e.s., skins and hides; wood in the rough, roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn of man-made fibres (discontinuous); jute, raw or processed, but not spun; footwear; hats, hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom	3,385,800
	Ceramic articles other than crockery and household articles	31,300
	Silk, synthetic or artificial woven fabrics (continuous); wool, animal or horse hair; flax and ramie	108,400

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs:

A. General goods: allocated thus: Deigo-Suarez 10 per cent; Fianarantsoa 19 per cent; Majunga 13 per cent; Tamatave 18 per cent; Tananarive 30 per cent; Tulear 10 per cent.

Quota No.	Description	Quota values (French francs) 100 per cent
1	Dairy produce, butter, cheese, milk	108,200
3	Beer	54,200
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	323,000
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	75,100
6	Eggs and honey; tea; maté and spices; fats and oils excepting edible oils	323,000
	Preparations of meat, fish, crustaceans, etc., of vegetables, fruits or other parts of plants: miscellaneous food preparations	166,800
9	Iron, cast iron, steel except kitchenware; non-ferrous metals	450,100
11	Colouring matters and insecticides	60,000
12	Plastics materials	62,500
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches	134,300
17 and 18	Hosiery and knitted goods, clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	152,200
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	806,500
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing-machines with spares; typewriters, calculating machines, cash registers, duplicating and photo-copying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	2,192,100
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale, and woven fabrics; cotton yarn for retail sale; carpets, tapestries, velours, etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware; miscellaneous goods	2,198,700
	Other ceramic products except tableware and domestic ware	231,100
	Silk, synthetic or artificial textiles, continuous; flax and ramie	304,200

B. Fabrics: allocated thus: Diego-Suarez, 10 per cent; Fianarantsoa, 16 per cent; Majunga, 13 per cent; Tamatave, 15 per cent; Tananarive, 26 per cent; Tulear, 20 per cent.

Quota No.	Description	Quota values (French francs) 100 per cent
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	3,266,800

C. Woollen fabrics and blankets: allocated thus: Diego-Suarez, 10 per cent; Fianarantsoa 22 per cent; Majunga, 11 per cent; Tamatave, 14 per cent; Tananarive, 30 per cent; Tulear, 13 per cent.

Quota No.	Description	Quota values (French francs) 100 per cent
16	Blankets	166,700
24	Wool, animal or horse hair	33,400

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ZAMBIA

Import control

THE ZAMBIAN Control of Goods (Import and Export) (Commerce) (Amendment) (No. 11) Order, 1965, published as Statutory Instrument No. 318 of September 21, amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from September 21, by the addition of the following item to the list of goods subject to import control from all sources.

Domestic and portable radios and radiograms ex Tariff Item 154 (b).

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka, has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on socks and stockings, other than ladies' stockings as follows:

Tariff Item		Duty A	Duty B	Duty C	Duty D
	Present duty:	Per cent	Per cent	Per cent	Per cent
70	Socks and stockings . *ad val.*	40	25	25	10
	Requested duty:				
70	Socks and stockings:				
	(a) Ladies' stockings . *ad val.*	40	25	25	10
	(b) Other . . . *ad val.*	40	25	25	10
	or per pair	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.
					Per cent
	less *ad val.*	—	—	—	15
		whiche	ver duty s	hall be the	greater

(Britain pays the Column D rate.)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE7644/65. The closing date for receipt of representations by the Ministry of Commerce and Industry is November 5.

SIERRA LEONE

General Import Licence No. 1 of 1966

UNDER THE above notice published in the *Sierra Leone Gazette* of September 16, as Government Notice No. 985, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the list of items given below for which specific import licences are required:

SCHEDULE

Customs Classification	Items
025-000	Eggs.
001-100	Cattle.
011-000	Meat fresh chilled or frozen including chicken, turkey and fresh pork.
042-000	Rice.
292-000	Seeds, bulbs and plants.
512-249	Alcohol (ethyl, alcohol), not denatured including methylated spirits.
541-100	Bacteriological products, sera, vaccines.
541-300	Penicillin, streptomycin and other antibiotics.
541-400	Opium, alkaloids, cocaine and other alkaloids and salts, and their derivatives and preparations.
541-990	Medicinal and pharmaceutical products, n.e.s.
571-110	Gunpowder.
694-100	Nails.
571-120	Blasting explosives, other than gunpowder.
571-400	Hunting or sporting ammunition.
661-200	Cement.
571-190	Propellant powders and prepared explosives, n.e.s.
571-200	Fuses, primers, detonators, and percussion caps.
681-100	Silver, unworked and partly worked.
897-100	Jewellery containing gold.
894-310	Rifles.
951-020	Shot guns.
951-050	Revolvers and pistols, firearms, humane killers, sidearms.
951-060	Ammunitions, small arms.
221-300	Palm kernel.
422-200	Palm oil.
221-120	Groundnuts.
071-120	Coffee.
075-291	Ginger.
682-200	Copper tubes.
221-810	Benniseed.
894-320	Ordnance, n.e.s., including cap guns, flintlock guns.
046-000	Wheat and wheat flour.
051-900	Fresh fruits, oranges, grape fruits, tangerines, lemons and lime.
121-000	Tobacco unmanufactured.
421-400, 900 422-200, 900	Edible oils.
081-000	Feeding stuff for animals.
044-000	Maize (corn) unmilled.
652-100	Cotton fabrics, woven, grey (unbleached).
652-230	Pile and chenille fabrics of cotton (excluding fents).
652-240	Cotton fabrics, fents, all kinds.
652-250	White cotton fabrics (bleached).
652-260	Printed cotton fabrics.
652-270	Piece-dyed cotton fabrics.
652-280	Colour-woven cotton fabrics.
652-290	Other cotton fabrics, woven (not including narrow or special fabrics).
653-110/900	Textiles.
831-000	Fibre suitcases (excluding leather).
899-410	Umbrellas.

Notes:

(a) Imports covered by this Licence are subject to the condition that the Importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

(b) Importers are reminded that the issue of an open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Ministry of Trade and Industry about such regulations before arranging importation.

Applications for import licences, 1966

Government Notice No. 986 invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required are printed in the Schedule to the General Import Licence No. 1 of 1966 above.

It is requested that applications should be submitted before October 31.

Full details of the provisions of this notice may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by October 16:

District of Lourenco Marques

Amratlal Mohanlal.
Reva Babar Bhaga.

Municipality of Antonio Enes

Purshotam Ravji and Irmao.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 6), published as Rhodesia Government Notice No. 640 of September 24, amend the Customs and Excise (Suspension) Regulations 1965, to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
		Per cent	Per cent	Per cent	Per cent
	FIRST SCHEDULE By the insertion of the following item:				
Ex 113 (b)	Unplated component parts of key-operated locks, imported completely knocked down so that no two parts are in an assembled condition, except as noted below, but excluding bolt heads, shut heads, springs, keys and undrilled spindles . . *ad val.*	20	12½	10	Free

Note: Bolt laths and shut laths may be assembled but shall not have separable heads fitted; fore-ends may have lugs welded thereto; cases may have fore-ends affixed together with minor parts such as pivots, guides and spacers.

REPUBLIC OF GUINEA

State trading organizations

THE Guinean state trading organization PRODEX, whose establishment was announced in the *Board of Trade Journal* of October 12, 1962, is no longer concerned with exports of Guinean products. Its activities in this field have been taken over by GUINEXPORT.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF application List 402, published in the Republic of South Africa Government *Gazette* of October 1, states that the Board of Trade and Industries have received an application for increase in Customs duty on cotton knitting yarns, mercerised, from 10 per cent *ad valorem* (general) and 5 per cent *ad valorem* (m.f.n.) to 15 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7676/65.

Customs tariff change

TELEGRAPHIC ADVICE has been received from Pretoria of the following customs tariff change, which took effect on October 1:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	M.F.N.	Preferential
58.05.40	Interlocking textile tapes used together as fasteners for apparel and the like, one with an uncut pile, the other with a pile of monofil specially cut to form hooks . The item is deleted.	lb.	Free		

Note: The effect of this change is to restore the duty to 45 per cent (general) and 30 per cent (m.f.n.). The duty was temporarily reduced from these rates in October 1964 (see *Board of Trade Journal* of November 13, 1964, page 1093).

Customs tariff amendments

A COPY has been received of the South African Customs and Excise Amendment Act 1965, which amends certain sections of the Customs and Excise Act 1964, and the customs tariff schedules thereto.

The Act consolidates all customs tariff amendments made since January 1, 1965, corrects a number of printing errors and, in addition, makes a few minor amendments, as follows:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
			Per cent		Per cent
28.31	Chlorites and hypochlorites Sub-heading 28.31.10 is amended to read: Hypochlorites . . .	lb.	5		
29.02	Halogenated derivatives of hydrocarbons A new sub-heading 29.02.05 is inserted, as follows: Bromomethane . . .	lb.	Free		
73.14.20	Fencing wire The item is amended to include oval wire.				
76.16	A new sub-heading is inserted, as follows: 76.16.50 Boot and shoe lasts and trees	lb.	Free		
90.24	A new sub-heading is inserted, as follows: 90.24.10 Thermostats identifiable for use solely or principally with electro-thermic domestic appliances . .	No.	20	—	15 UK/ Canada

A copy of the Act is available for inspection in the Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 461).

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 2949 published in the United Republic of Tanzania *Official Gazette* dated September 24, adds, with effect from September 20, the following items to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule:
Division 84 – Clothing:
Clothing and accessories, knitted or crotcheted, as under:
841 4 1 Cardigans, jerseys, jumpers, pullovers and slipovers.
841 4 3 Vests and singlets.
841 4 4 Under-garments, n.e.s.
841 4 9 Other.

THAILAND

Amendments to customs tariff

THE GOVERNMENT of Thailand have announced the following amendments to the import tariff. These changes came into effect on September 16, 1965.

Item	Description	Rate of Duty		
		Ad val.	Specific	
			Unit	Rate per unit
27.10	Petroleum and shale products other than raw oils. Mixtures not elsewhere stipulated or included, having such products as major ingredient weighing not less than 70 per cent of the total of the mixtures:			
	(a) Benzine and similar oils for engine .	—	litre	0·80
	(b) Kerosene and similar oils for lighting	—	litre	0·33
	(c) Diesel and similar oils for engine .	—	litre	0·12
	Heavy fuel for bunker . . .	—	litre	0·12
	(d) Top grade crude oil with a combustion point not more than 35 C. .	—	Duty exempt	
	(e) Others such as lubricants, brake oil .	25		
	(1) Non-fluid		kg.	0·66
	(2) Fluid	—	litre	0·66
57.10	Woven fabrics of jute	30	kg.	2·50
62.03	Gunnies and other bags used for packaging	5	kg.	2·50

SOUTH VIETNAM

Customs tariff

IT HAS BEEN reported by HM Embassy in Saigon that a Decree-Law of September 22 increased Vietnamese customs tariff by about 30 per cent for luxury goods and marginally for essentials. A translation of the details of the new tariff will be published as soon as possible.

Visit of Malaysian Minister of Works, Posts and Telecommunications cancelled

THE BOARD OF TRADE regret that the proposed visit during October of the Malaysian Minister of Works, Posts and Telecommunications, Dato V. T. Sambanthan, PMN, which was announced in *Board of Trade Journal* dated September 24, has now been cancelled.

Hints to businessmen visiting India

A REVISED edition of the booklet on India has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain copies of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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EXAMPLE: LONDON TO TOKYO

Item No.	Description	Old Rate	New Rate	Savings
2102	Cloth	30/3	15/9:250kg.	14/6:kg.
4312	Adding/Calculating Machines, Computers	23/10	15/9:500kg.	8/1:kg.
6050	Chemicals, Perfumes	30/3	17/11:100kg.	12/4:kg.
EXAMPLE: LONDON TO INDIA				
4449	Electric Household Appliances	18/3	11/9:100kg.	6/6:kg.

Shippers of over 80 kinds of products to the Caribbean and Latin America.

Shippers to Caracas can now enjoy savings like these on over 80 products covered by these six commodity groups.

EXAMPLE: LONDON TO CARACAS

Item No.	Description	Old Rate	New Rate	Savings
0003	Foodstuffs	11/4	9/3:100kg.	2/1:kg.
2196	Cloth	10/-	8/2:500kg.	1/10:kg.
2206	Clothing	11/3	9/4:300kg.	1/11:kg.
4702	Machinery	8/2	7/7:500kg.	7d:kg.
6002	Chemicals/Pharmaceuticals	9/6	9/3:500kg.	3d:kg.
8550	Photographic Equipment	9/3	8/7:500kg.	8d:kg.

Similar reductions to other Caribbean and South American points now in effect.

Shippers of over 50 kinds of products to the U.S.A.

Now (or from January 1, in a few cases), shippers to the U.S.A. can enjoy savings like these on over 50 products covered by commodity groups similar to those listed below.

EXAMPLE: LONDON TO NEW YORK

Item No.	Description	Old Rate	New Rate	Savings
0007	Fruit & veg.	5/5	2/6:500kg.**	2/11:kg.
1204	Leather	4/-	2/9:1000kg.**	1/3:kg.
1231	Handbags/Wallets	5/2	3/1:500kg.	2/1:kg.
4180	Outboard Motors	3/7	2/9:1000kg.**	10d:kg.
4782	Sewing Machines	4/1	2/6:500kg.	1/7:kg.
7046	Photographic Paper	4/4	3/7:1000kg.	9d:kg.
7113	Magazines/Newspapers	5/-	2/11:300kg.**	2/1:kg.
8207	Musical Instruments	4/8	3/4:500kg.	1/4:kg.
8450	Projectors	5/2	3/6:500kg.	1/8:kg.
8551	Automatic Controls	4/9	3/2:1000kg.**	1/7:kg.

**Rate effective January 1, 1966.

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All rates subject to government approval

ARGENTINA

Modifications to import lists

ARGENTINE Government Decrees Nos. 4876 of June 18, and 6713 of August 19, modify the lists attached to Decree No. 5439/59 as follows:

Decree No. 4876

Tariff Item	Item
	The following exclusion is hereby added to this item in List No. 6 'B':
1799/802 84.11.00.15	'(8) Horizontal rotary pump for liquid oxygen, with shaft extension, thermal insulation casing, rotating mechanical stamp linked to shaft and exterior support bearing.'
1799/802	Machines for making vermicelli, excluding: bow shaping stampers of more than 200 strokes per minute, 'Group Neuvo Velo' and/or 'Grupo Ultra Velo' types and continuous drying tunnels for long paste strips and/or spirals with automatic feeder, internal transporter and ejector.
	This item is hereby removed from list No. 6 'B'.
1799/802 84.30.02.90	Machines for making vermicelli, excluding: bow shaping stampers of more than 200 strokes per minute, 'Grupo Ultra Velo' type.

Decree No. 6713

Tariff Item	Item
4643 bis 38.11.01.01	*OO*-Dimethyl *O*-4-nitro-*m*-tolyl phosphorothioate in concentration not less than 50 per cent.
	The above item is included in List No. 3.
4788 bis 38.11.01.01	*N*-Methylvaleramide in concentration not less than 40 per cent. The above item is included in List No. 3.
4788 bis 38.11.01.01	Endothion in concentration not less than 50 per cent. The above item is included in List No. 3.
4234 27.03.01.00	'Producto Turbo de Musgo Sphagnum' destined to be used as a fertilizer. The above item is included in List No. 1.
2190/6	Accessories in general, such as switches or fuses, interceptors, sockets, switches or keys, plugs, electric switches of all types and systems excluding sockets of all types. Fuses or plugs or interceptors or switches or fuse elements or fuse holders up to 40kV tension. Switches for alternating current to 600 volts and to 50,000 amperes power cut and 2,500 amperes nominal current. House switches, domestic type. Switches of all types for alternating current from 600 volts to 40 kV nominal voltage and up to 1,500 kilos net weight. Switches, feeder pillars and change-over switches up to 132 kV nominal voltage of any type and system. Control switches and signalling devices for electric switchboards. Contactors for alternating current of all types up to 600 amperes. Conductors ('Blindobarras o busduct.') Surge dischargers (lightning conductors) with expulsion up to 15 kV selenium plates, discs and/or rectifiers. Relays ('Reles') of all types. Switches for continuous current up to 440 volts and up to 35,000 amperes power cut and up to 2,500 amperes nominal current. Contactors for continuous current, all types, up to 40 amperes nominal intensity and up to 500 volts nominal voltage.
	The above item is removed from List No. 3.
2190/6	Accessories in general, such as switches or fuses, interceptors, sockets, switches or keys, plugs, electric switches of all types and systems excluding sockets of all types. Fuses or plugs or interceptors or switches or fuse elements or fuse holders up to 40 kV tension. Switches for alternating current up to 600 volts and up to 50,000 amperes power cut and 2,500 amperes nominal current. House switches, domestic type. Switches of all types for alternating current from 600 volts up to 40 kV nominal voltage and up to 1,500 kilos net weight. Switches, feeder pillars and changeover switches up to 132 kV nominal voltage of any type and system. Control switches and signalling devices for electric switchboards. Contactors for alternating current of all types up to 600 amperes. Conductors ('Blindobarras o busduct.') Surge dischargers (lightning conductors) with expulsion up to 15 kV and those of cathode drop, autovalve or variable resistance up to 66 kV. Selenium plates, discs and/or rectifiers. Relays ('Reles') of all types. Switches for continuous current up to 440 volts and up to 35,000 amperes power cut and up to 2,500 amperes nominal current. Contactors for continuous current, all types, up to 40 amperes nominal intensity and up to 500 volts nominal voltage.
	The above item is included in List No. 3.
5183/84	Stereoscopic binocular view finder, illuminated or not and slides for same. The above item is included in List No. 4.

New customs tariff

HM EMBASSY in Buenos Aires report that the Argentine Senate has now definitely sanctioned the adoption of the Brussels Tariff Nomenclature for use in Argentina's external commercial operations (see the *Board of Trade Journal* of December 11, 1964, page 1302). In addition, a law approving measures to replace the existing Customs tariffs in accordance with the Brussels Nomenclature has been approved and passed to the Executive Power for promulgation. The new charges will be calculated on the normal c.i.f. values of the goods except where official index values or equivalents have already been established (or may be established), in which case the latter will apply if they are higher.

HM Embassy are given to understand that the new laws will be promulgated before the end of this year.

NICARAGUA

Prior deposits for imports

HM EMBASSY in Managua report that the President of the Central Bank of Nicaragua has announced that all prior deposits for imports will be eliminated as from October 1, 1965.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

The assembly on a commercial scale of motor vehicles of all kinds from a completely knocked down condition.
Metal domestic and household utensils and appliances.
Razor blades.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing

THE TRINIDAD AND TOBAGO Government Notice to Importers No. 8 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following item to the list of goods which require specific licences:

599-01. Urethane (Plastic) Foam in Slabs, Blocks and Sheets.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Export Industries Encouragement Law, 1956

THE Jamaican Minister of Trade and Industry is *considering* whether the following products should be declared approved products for the purposes of the above law:

Magnesium sterate ascorbate microencapsulated W/deacetylated chitin and ascorbic acid USP or BP microencapsulated to render same improved stability in variety of aqueous media products.
Chitanase, an amino resin, used for wall coating in encapsulating processes in various industrial applications.
Perfume and other toilet preparations.
Swimwear (including bathsuits) and component parts of swimwear.
Banana products, namely banana puree, banana chips, banana flakes, banana butter, banana figs.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials etc. and other concessions.

Applications for the status of 'approved product' and 'approved manufacture' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Industrial Incentives Law, 1956

THE Jamaican Minister of Trade and Industry is *considering* whether the following products should be declared 'approved products' for the purposes of the above law:

Organic chemicals and raw materials for use in the manufacture of pharmaceuticals ethical drugs FerMatation and Extracts.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery etc., and other concessions.

(*continued on next page*)

JAMAICA, *continued*

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing arrangements

THE List of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

(1) the addition to Item 42 of the following new paragraph:

(q) Propane gas cylinders (whether or not containing gas).

(2) the *deletion* of item 100 and the *substitution* therefore of the following:

100. Furniture of wood.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Refrigerated cooling tunnels or cooling conveyors as used in the confectionery industry. (Ruling effective November 1, 1965).

Cap and rod grinding machines also known as rod reconditioning machines, connecting rod grinders and bearing CAP grinders, designed for machining automotive engine, connecting rod caps, shanks and main bearing caps. (Ruling effective November 4, 1965).

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-6-1, dated September 29, 1965, and D51-17-1, dated October 4, 1965.

ICELAND

Amendments to customs tariff

THE ICELANDIC Ministry of Finance has announced the following amendments to the Customs Tariff effective from April, 1965.

Brussels Nomenclature No.	Commodity	Customs Tariff
18.06.02 (New heading)	Nougat paste in blocks of 10 kilogrammes or larger	70%
21.07.05 (New heading)	Half-prepared cereals	50%
39.07.67 (New heading)	Milk containers, according to further definition and decision of the Ministry of Finance	20%
39.07.68 (New heading)	Small wares and similar articles made of plastic for making, pressing or laying various items, clothes pegs, hangers, shelf brackets, and the like	70%
58.02.01	Carpeting made of plastic without woven fabric	60%
58.02.09	Other	90%
73.22.01	Tanks of stainless steel specially made as milk containers, according to further definition and decision of the Ministry of Finance	10%
73.22.09	Other	50%
73.29.09	Other	35%
Chapter 84.00	Boilers, machinery and mechanical appliances; parts thereof. The duty on 70 items under this heading have been reduced	

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 and 450).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D5/6688 of September 21, 1965 (*Nederlandse Staatscourant* No. 181 of September 21), contains an amendment (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.) The Order came into force from September 23, 1965.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to September 23, 1965)	NEW (From September 23, 1965)	OLD (Prior to September 23, 1965)	NEW (From September 23, 1965)
ex 38.08 C III	Hydrogenated, polymerized and dimerized rosins	1,850	2,700	1·2	1·2

A previous notice on The Netherlands Import Duty Tariff Quotas containing a reference to the above-mentioned item was published in the *Board of Trade Journal* of January 22, 1965, pages 185-186.

GREECE

Postal deliveries

THE DISTRIBUTION of mail arriving in Greece has been considerably delayed by a succession of strikes by Greek postal workers.

Although the strikes have now ended, a backlog of millions of letters is awaiting delivery. A suggestion has been made that obvious publicity materials and circulars will probably have to be burned, only 'individual' mail being delivered, and the postal services are expected to be slower and less efficient than usual for the next few weeks.

In these circumstances it seems very likely that some letters despatched to Greece between September 10 and 28 may not arrive at all. Those that do will almost certainly arrive very late.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING AMENDMENTS should be made to the Turkish Import Lists published in the *Board of Trade Journal* on July 30, August 6 and 13, 1965:

GLOBAL IMPORT QUOTAS

Page No.	Quota Serial No.	Tariff Statis. No.	
259	182	73.07.10	Blooms and billets. A new quota of $1,000,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the Ministry of Industry.

LIBERALIZATION LIST

Page No.	Tariff Statis. No.	
324	76.05	Only aluminium powder containing 2 per cent or less of oil: Delete 'AID since this item is no longer restricted to imports from the United States. Tariff No. 76.05 should also be deleted from the list of AID allocations included in page 384 of the *Board of Trade Journal* published on August 13, 1965.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

Foreign cash on the British nail

How? The exporter in the UK or elsewhere receives payment when the goods are shipped and International Finance and Services gives the credit, without recourse to the exporter. This new world-wide service—available to exporters of all classes of goods—is backed by the full resources of the UDT Group. It is based on five years' experience of international trade gained in co-operation with members of the Amstel Club, the association of leading financial institutions throughout Europe and in the USA. *Short or extended credit—no risk to the exporter—moderate charges—simple documentation—and speed. For more information write to:*

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LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for Collection	Normal Tariff
73.10	Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made) hollow mining drill steel:		
	a. Hollow mining drill steel . . .	*ad valorem*	8%
	b. Other (the duty not to be less than *ad valorem* 15%)	1,000 K. gross	4,000 Pts.
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors):		
	a. Cables comprising three or more conductors, each having a diameter of not less than 20/10 of a mm., for electric power lines	*ad valorem*	1%
94.02	Medical, dental, surgical or veterinary furniture (for example, operating tables, hospital beds with mechanical fittings); dentists' and similar chairs with mechanical elevating, rotating or reclining movements; parts of the foregoing articles:		
	a. Beds forming one single body with apparatus for the treatment of bone fractures and the like; seats fitted with a mechanical device and obviously intended for medical and surgical uses; tables obviously intended for surgical operations . .	*ad valorem*	18%
04.02	Milk and cream, preserved, concentrated or sweetened:		
	A. Milk in solid form:		
	1. For industrial purposes:		
	a. Unsweetened, for the chocolate, biscuit and confectionery industries .	*ad valorem*	Free
13.03	Vegetable saps and extracts; pectin, agar-agar and other mucilages and thickeners extracted from vegetable materials:		
	b. Feverfew extracts (extrait de pyrethre) .	*ad valorem*	Free
84.12	Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air:		
	a. For use in industry or for preservation of agricultural produce	*ad valorem*	1%
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers (charged or not); spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines:		
	c. Other:		
	1. Appliances for projecting, dispersing or spraying insecticides in liquid or powder form, prepared for use against insects harmful to human beings . . .	*ad valorem*	Free
	2. Other	*ad valorem*	18%

All inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ALGERIA

Import control regulations

THE Algerian *Journal Officiel* of September 7 announced that the following were to be added to the list of goods subject to licence and quota restrictions when imported from countries outside the franc zone:

Tariff No.	Description
17-04 C I	Fruit-flavoured sweets with alcoholic liqueurs of which the price is equal to or less than 3 dinars per kg.
17-04 C II	Fruit-flavoured sweets without alcoholic liqueurs, of which the price is equal to or less than 3 dinars per kg.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the list of goods for which Israeli import licences are freely granted. These items are liberalized with effect from August 5, 1965.

Tariff Ref. No.	Description	Import Duty (*Ad val.* c.i.f.)	Purchase Tax
84.19 (3) 85.11 (5) (9)	Machinery for sealing thermo-plastic material including apparatus for sealing and soldering plastic bags . . .	45%	Exempt
84.45 (3) 84.48 (1) (3)	Machine tools for working metal or metallic carbides not operated by motor, each weighing not more than 500 kg. and parts thereof . .	45%	Exempt
83.13 (3) 83.13 (9)	Stoppers, crown corks, tin caps, case corner protectors of base metal	45% if made of aluminium. 35% if made of tin	10%
09.02 (3) 09.02 (9) (1)	Tea, in different kinds of containers	25% + I£15/kg. 25% + I£6·50/kg.	Exempt
73.12 (7) 73.12 (9) (9) b 73.40 (1) (7)	Flat hoops and strips, iron hoops	(a) 15% – hoops and strips for industry. (b) 35% – iron hoops for packing.	Exempt
61.10 (9)	Stockings, *excluding* nylon stockings and long stretch stockings for women . .	I£1 per pair	7½% – 25%
96.02 (1) (2)	Brushes of kinds used as parts of machinery	60%	Exempt
85.01 (1) (5) 85.01 (1) (6)	Electric motors	Up to a weight of 1 kg. 15% + I£12/kg. From 1-6 kg. 15% + I£4/kg. From 6-20 kg. 15% + I£2·90/kg. From 20-75 kg. 15% + I£2·70/kg. From 75-350 kg. 15% + I£2·50/kg. From 350-1,750kg. 15% + I£1·60/kg. Parts of electric motors: (1) Parts weighing more than 700 kg. (2) Cast parts. (3) All other parts – as above for electric motors.	Exempt 60% Exempt

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 423 Oxford Street, W.1 or York House, Kingsway, W.C.2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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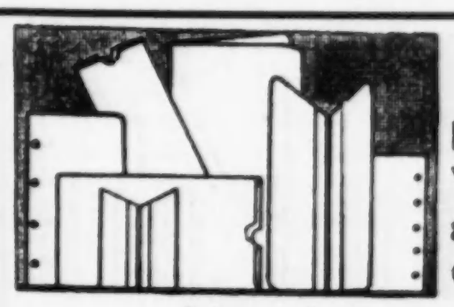

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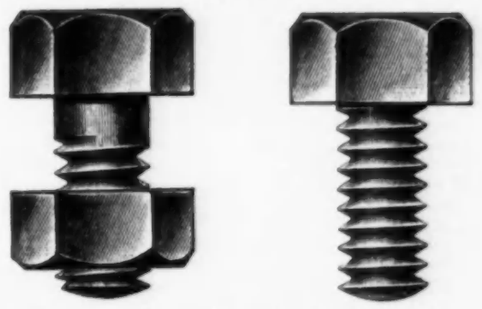

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Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice No.

49 Temporary importations: International Co-operation.
77E Purchase Tax – Exports.
106 Temporary Exportation of Commercial Samples.
113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207 Reimported goods: relief from Customs Duty and Purchase Tax.
210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299 ATA Carnets for temporarily imported goods.
427 Declaration of value on Customs export documents.
SN6 Notice to Passengers (Exchange Control and Export Licensing).
Notice to Exporters – Exchange Control (issued by HM Treasury – also obtainable from any bank).

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131 Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172 Drawback on hydrocarbon oils.
218 Drawback on certain imported goods exported without change of state.
219 Drawback on certain exported goods manufactured from imported materials on which duty had been paid.
224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251 Remission or repayment of the Temporary Charge on Imports.
278 Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.
291 Claims for drawback on goods exported where there has been a variation in the duty rate.
372 Authorization of signatories to drawback claims.
430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
430A Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432 Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.
436 General outline of scheme and procedure for claiming.
437 Ships and Aircraft.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

PUBLIC UTILITIES BOARD, SINGAPORE
JOHORE RIVER PROJECT Contract No. 14 – Supply and Delivery of 48 and 36in. dia. Steel Pipes and Specials

Tenders are invited for the manufacture, supply and delivery of approximately 4,500ft. of $\frac{7}{16}$in. thick 36 in. dia. steel pipes, 1,500ft. of $\frac{3}{8}$in. thick 48in. dia. steel pipe and assorted steel specials, and steel pipes in various sizes down to 9in. dia. for use at the Johore River Headworks. Delivery is required to the site, located 1½ miles upstream of Kota Tinggi in Johore, Malaysia. Generally, the steel pipes and specials shall be concrete lined and externally coated, but certain items will be uncoated.

To obtain tender documents, a crossed cheque must be made out in favour of the Public Utilities Board, Singapore for M$200.00, and sent by registered post to the Consulting Engineers, Messrs. Binnie & Partners, Artillery House, Artillery Row, Westminster, London, S.W.1, who will release the documents to the tenderer. Deposits will be refunded to tenderers who have submitted bona fide tenders shortly after tenders have been opened.

A Performance Bond amounting to 25 per cent of the tender sum will be required following award of the Contract.

Instructions for submission of the tender will be issued with the tender documents.

Expenses in tendering are not recoverable from the Board. The Board does not bind itself to accept the lowest or any tender.

Tenders close on 30th November, 1965.

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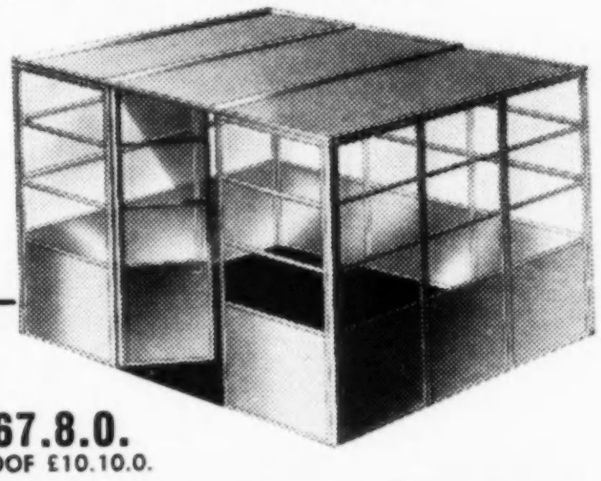

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